

# FMOQB

FRIDAY MORNING QUARTERBACK

## 1992'S #1 SINGLES!



COLUMBIA  
MARIAH CAREY

MARIAH CAREY  
"Can't Let Go" (1/10)  
"Make It Happen" (4/10)  
"I'll Be There" (Unplugged) (6/12)



PAISLEY PARK/WB

PRINCE & THE N.P.G.  
"Diamonds & Pearls"  
(1/24)



MOTOWN

SHANICE  
"I Love Your Smile"  
(2/14)



EPIC

MICHAEL JACKSON  
"Remember The Time"  
(2/28)



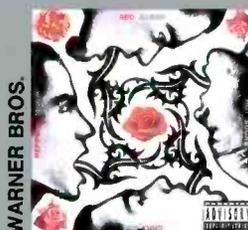
WING/MERCURY

VANESSA WILLIAMS  
"Save The Best For Last"  
(3/20)



ATCO/EASTWEST

EN VOGUE  
"My Lovin' (You're Never Gonna  
Get It)" (5/1)



WARNER BROS.

RED HOT CHILI PEPPERS  
"Under The Bridge"  
(5/29)



PERSPECTIVE/A&M

L. VANDROSS/J. JACKSON  
"The Best Things In Life  
Are Free" (7/10)



SIRE/WB

MADONNA  
"This Used To Be My Playground"  
(7/24)



LaFACE/ARISTA

TLC  
"Baby Baby Baby"  
(8/14)



MOTOWN

BOYZ II MEN  
"End Of The Road"  
(8/21)



MCA

BOBBY BROWN  
"Humpin' Around"  
(9/25)



MCA

PATTY SMYTH w/D. HENLEY  
"Sometimes Love Just Ain't Enough"  
(10/2)



G. ST./LaFACE/ARISTA

PM DAWN  
"I'd Die Without You"  
(10/23)



CAPITOL

THE HEIGHTS  
"How Do You Talk To An Angel"  
(11/13)



WHITNEY HOUSTON

WHITNEY HOUSTON  
"I Will Always Love You"  
(11/20)

# WHITNEY HOUSTON

*"I Will Always Love You"*

FMQB: 1-1\*

R&R: 1-1\*

From The Motion Picture Soundtrack "The Bodyguard"

# KENNY G

*"Forever In Love"*

**NEW:** HOT102 FM102 Q99 WZYP WGTZ KYRK WOMP Q101 WVBS KKXL KTRS Y97

**ACTION:** KSOL-24-18 KMEL-22-19 KGGI-D-21 KISN-18-11(hot) WKBQ-25-19 STAR94-26-24 WXKS HOT97.7 FLY92-34-19 WBBQ-33-23 WCGQ-34-27 WRHT-39-32 WAPE-29-24 WQUT-31-25 KTUX-39-30 K92-36-31 KFFM-38-26 WOVV-25-21 KKHT-D-25 POWER102-D-37

# TONI BRAXTON

*"Love Shoulda Brought You Home"*

**NEW:** HOT97-22 PWR PIG WWHT KBEQ KUBE-23

FLY92 FUN107 99.9KHI KKSS KKMGM-32 KQIZ KKXL KOKZ Y93

**ACTION:** KBXX-4 KMEL-6-5 WIOQ-9 WCKZ-13-8(hot) WHYT-10 KSOL-18-14 KTFM-15-12 WMXP-24-21 WHHH-27-24 FM102-29-27 KS104-D-24 KKFR-D-32 HOT97.7-D-34 92Q WWKX WTIC-FM-D-33 KCAQ-D-28 KDON-D-30 WKSS-30-26 WQXA-38-31 KPRR-23-11(hot)

# THE S.O.U.L. S.Y.S.T.E.M.

*"It's Gonna Be A Lovely Day"*

FMQB: 35-32\* R&R: 35-33\*

**NEW:** KXXR 95QQ WSTW WFMF I95 WNOK WKSJ KWNZ KZIO KROC

**ACTION:** WHHH-20-16 KS104-18-14 POWER106-19-11 KMEL-16 92Q-19 HOT97-14 Z100-22-18 WWKX-14-10 WMXP-25-19 KRBE-14 WWHT-22-19 KBEQ-21-18 HOT102-21-19 KKFR-24-22 Q106-32-24 KSOL-23 KPLZ-30-26 HOT97.7-28 KKRZ-28-26 B96-28-24 WJMO-23 KDWB-30-27 B97-22 KTFM-26-23 POWER PIG-26-23 WPGC-26 WEGX-24 WTIC-FM-20-15 WLAN-24-19 POWER96 WHYT

# DARLENE LOVE

*"All Alone On Christmas"*

From The Original Soundtrack "Home Alone 2 - Lost In New York"



**NEW:** KISN-24 WTIC-FM JET-FM WKDD WPXR U93 WHOT KYRK WZKX WJMX KROC KPXR

**ACTION:** WKBQ-D-27 WEGX-32 KEGL KXXR HOT102 THE FOX WAEB-D-28 99.9KHI-36 WCIL-D-24 KOKZ-D-27 WKEE WSPK WSTW WHHY K92 K107 KQKQ WIOG

# ANNIE LENNOX

*"Little Bird"*

**A MOST ADDED RECORD:** KWOD-26 WENZ-38 99X WKBQ WLAN FLY92 WVSR POWER92 FUN107 Y102 WPST WRCK K106-38 WNOK WCGQ G105 WMXF WRHT WKQB WQUT WHHY KTUX KISX-34 WKDD WRQK U93 KKHT K107 KF95 KZMG KSND KZZU And Many More

**Happy Holidays From Arista Records!**



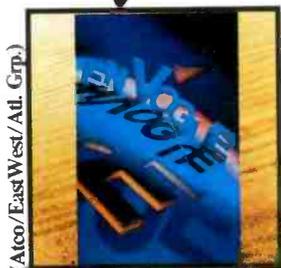
# FMQB

FRIDAY MORNING QUARTERBACK

*Celebrating 25 Years*

ISSUE: 1,287    DECEMBER 18, 1992    609-424-7080/FAX 609-424-3881

## Performance Stars



(Atco/EastWest/Atl. Grp.)

EN VOGUE

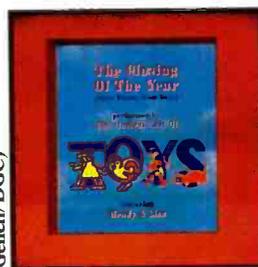
"Give It Up, Turn It Loose"



(Geffen/DGC)

PETER GABRIEL

"Steam"

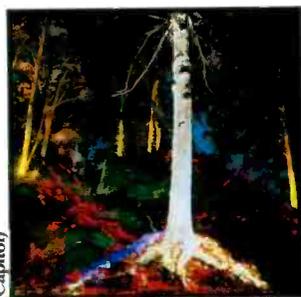


(Geffen/DGC)

TOYS F/Wendy & Lisa  
"The Closing Of The Year"

## Most Added

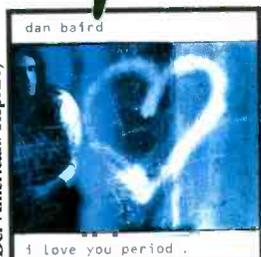
- Annie Lennox "Little Bird" (Arista)
- Journey "Lights" (Columbia)
- Patty Smyth "No Mistakes" (MCA)
- Peabo Bryson & Regina Belle "A Whole New World (Aladdin's Theme)" (Columbia)
- Michael Jackson "Heal The World" (Epic)
- Arrested Development "Mr. Wendal" (Chrysalis/EMIRG)
- En Vogue "Give It Up, Turn It Loose" (Atco/EastWest/Atl. Grp.)
- Sade "No Ordinary Love" (Epic)
- Peter Cetera featuring Chaka Khan "Feels Like Heaven" (Warner Bros.)
- Peter Gabriel "Steam" (Geffen/DGC)



(Capitol)

DURAN DURAN  
"Ordinary World"  
#1 Most Added

## Top Reactors



(Def American/Reprise)

DAN BAIRD  
"I Love You Period"



(Columbia)

Peabo Bryson/Regina Belle  
"A Whole New World  
(Aladdin's Theme)"



(MCA)

PATTY SMYTH  
"No Mistakes"

## Also Inside

**GRAPEVINE:** ..... 44

- Gerry Cagle Leaves KWOD
- Donnie Simpson Jumps To WPGC
- Chris Bailey and Brian Thomas Bail To AC



WXKS' Steve Rivers  
1992's Most Influential Programmer

## 1992 Year End Features

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- Ad-Based Media Will Recover In '93

**ONE TO ONE:** ..... 50

- Recognizing Bad Habits

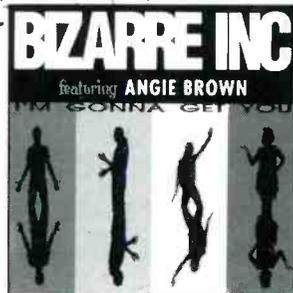
**MUSIC NEWS:** ..... 52

- Highlights Of '92

**AND YOU THOUGHT LIFE  
COULDN'T GET ANY  
MORE BIZARRE.**

**NEW:** KSOL KBEQ WMXP KTFM WBBO  
KPRR KZFM KZII KMGZ

**ALREADY ON:** FM102 KMEL KBFM WXKS  
POWER102 HOT97.7 KWIN KKXX WTIC  
WKSS And More!



**'I'm Gonna Get You,' Bizarre Inc's  
debut domestic 12 inch single, recently  
topped the British Pop charts.  
Their great combination of techno-  
rave, UK house and American dance  
music is gonna get us, too. Real soon.**

**With a sound as new as today and as  
far away as tomorrow Bizarre Inc's  
first full-length album, "Energie"  
also includes their other big U.K. hit  
Playing With Knives and nine other  
trail-blazing tracks.**

**"Energie", available November 24th**



**"Energie" produced and mixed by Bizarre  
Inc; EON; and Alan Scott and Bizarre Inc**



**COLUMBIA**

"Columbia" Reg. U.S. Pat. & Tm. Off. Marca Registrada.  
© 1992 Sony Music Entertainment Inc.

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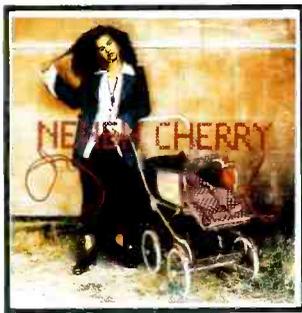
# Crossover Candidates

## ROCK



**dada**  
*"Dizz Knee Land"*  
 (I.R.S.)

## MODERN ROCK



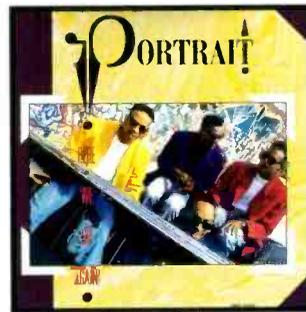
**NENEH CHERRY**  
 F/Michael Stipe  
*"Trout"* (Virgin)

## URBAN



**MARY J. BLIGE**  
*"Reminisce"*  
 (Uptown/MCA)

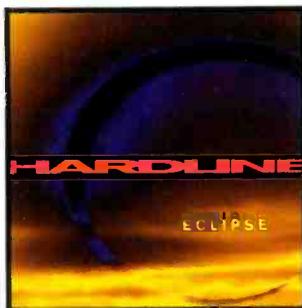
## CROSSOVER RADIO



**PORTRAIT**  
*"Here We Go Again"*  
 (Capitol)

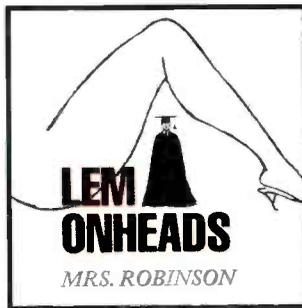
# Crossovers To Watch

## ROCK



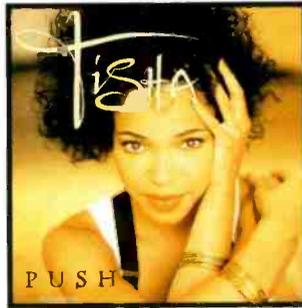
**HARDLINE**  
*"Can't Find My Way"*  
 (MCA)

## MODERN ROCK



**LEMONHEADS**  
*"Mrs. Robinson"*  
 (Atlantic/Atl. Grp.)

## URBAN



**TISHA**  
*"Push"*  
 (Capitol)

## DANCE/CLUB



**BIZARRE INC.**  
*"I'm Gonna Get You"*  
 (Vinyl Solution/Columbia)

# FMQB

FRIDAY MORNING QUARTERBACK

*Celebrating 25 Years*

Executive Mews  
 1930 East Marlton Pike, F-36  
 Cherry Hill, NJ 08003  
 (609) 424-7080 / Fax: (609) 424-3881

**KAL RUDMAN** ..... Publisher  
**FRED DEANE** ..... Sr. VP/GM  
**VINCE PELLEGRINO** ..... Executive Director  
**NEAL NEWMAN** ..... Managing Editor  
**DAVE HOEFFEL** ..... National Radio Director

**Editorial/Research Assistants:** ..... Jean Schmitz, Marie Pitner, Mary Voglesong,  
 Donna Chiarulli, Frances Anderson, Catherine Alimonte,  
 Nancy Maniaci, Carol Bakey

**MARK LaSPINA** ..... Assoc. Editor/Advertising Director  
**ANDREA NEWTON** ..... Radio Research Specialist  
**JOE GURECKI** ..... Research Specialist  
**GRACE PIETROPAOLO** ..... Production Coordinator  
**TERRY BENEDETTI** ..... Art Director

# JUDE COLE "Tell The Truth"

ON  !

## NEW:

THE FOX  
WKTI-20  
WRVQ  
Z102

KZZU  
KKYK  
WYAV  
WKDD

KCLD-FM  
KOKZ  
WLRW

## ACTION:

WKBQ-17-14  
KHMx-18-16  
KXYQ-21-18  
KISN-15-13  
KEGL-22  
KKBE-24-21  
WPST-39-35  
WRQX-21  
KPLZ

KZ95-13-9  
KZ106-12-9  
WRQK-26-20  
KRNQ-22-19  
KMOK-24-20  
KLBQ-35-24  
KNOE-27-23  
Q101-25-21  
KTUX-28-21

WLAN-D-34  
WHHY-D-30  
KNIN-D-32  
WERZ-D-26  
WSTW-D-30  
KMGZ-D-33  
G105(WDCG)-34-28  
OK95-31-26  
KZIO-37-32

# NEIL YOUNG "Harvest Moon"

WAPI-Add  
KKYK-Add

KNIN-Add  
KMOK-Add

WLAN-Add  
WJMX-Add

KZ106-D-20  
KTUX-D-31

ADDED AT



CD Sales Approaching 800,000

# LINDSEY BUCKINGHAM

"Soul Drifter"

## NEW THIS WEEK:

WLAN  
KMGZ  
W100  
K106

KNIN  
KLYV  
WIFC  
KTUX  
KISR

KPAT  
KMOK  
U93  
WZOQ



# Picks To Click

## EAST

**RICH HAWKINS/ WMXP:** *Mary J. Blige; Bizarre Inc.; Father MC.*  
**PETE COSENZA/ KC101:** *Arrested Development; Duran Duran.*  
**PETE MICHAELS/ WLAN:** *Duran Duran.*  
**LARRY HUGHES/ 95XIL:** *Patty Smyth; Cathy Dennis.*  
**BEN HAMILTON/ WXXX:** *Duran Duran.*  
**AARON COLLINS/ WQKX:** *Duran Duran.*  
**HANK BASTIAN/ WQIC:** *Prince; Dan Baird; Peter Gabriel; Toad The Wet Sprocket; Duran Duran.*



Tony Bristol/ PRO-FM

**TONY BRISTOL/ WPRO:** *Duran Duran; Patty Smyth; Journey.*  
**BURKE ALLEN/ WWSR:** *Duran Duran.*  
**DAVE COOPER/ WWFX:** *da da; Kenny G.; Duran Duran.*  
**JAY BEAU JONES/ WKSS:** *Classic Example; Bizarre Inc.; Peabo Bryson/Regina Belle; Alpha Team.*

**STEVE MCKAY/ WSBG:** *Duran Duran.*  
**SCOTT SHAW/ WNNK:** *Duran Duran; Paul McCartney.*  
**ALEX VALENTINE/ WPST:** *Duran Duran; Peter Cetera/Chaka Khan; Freddy Mercury "My Love Is Dangerous"; Bad For Good "Bangin' Time Again"; Ned's Atomic Dustbin.*  
**MIKE PRESTON/ WPLJ:** *Patty Smyth; Sade; Roy Orbison w/k.d. lang; Wailing Souls; Journey.*  
**MIKE ROSSI/ WSTW:** *Annie Lennox; Duran Duran.*  
**GUY BROUILLARD/ CKOI:** *Alannah Myles; Extreme.*  
**MICHELLE STEVENS/ WPST:** *Duran Duran; Arrested Development.*  
**DAVE McCALL/ WPRR:** *Duran Duran.*  
**WALLY McCARTHY/ WYYS:** *Duran Duran is good and I'm making an early pick on Paul McCartney.*  
**NEIL SHARPE/ JET-FM:** *Patty Smyth; the new Eddie Money.*  
**MIKE MORGAN/ FLY92:** *Peter Cetera; Peabo Bryson w/Regina Belle.*  
**CAT SUMMER/ 103CIR:** *Arrested Development; Duran Duran.*  
**GLENN KALINA/ WIOQ:** *Chaka Demis & Fliers "Murder She Wrote"; Dignable Planets "Rebirth Of Slick (Cool Like Dat)"; The Boogerman is hysterical; Wreckx N' Effect.*  
**LIZ JORDAN/ WQGN:** *Cathy Dennis; Patty Smyth; Toys f/Wendy & Lisa.*  
**JOE HOVANSKI/ 103CIR:** *Duran Duran; Arrested Development.*  
**TOM MORGAN/ WQKX:** *Duran Duran.*  
**TED MATHEWS/ 98.3 WESA:** *Patty Smyth; Meatloaf; Mary J. Blige.*  
**ERIK B./ WQXA:** *The Boogerman; Mary J. Blige.*

## PRIME PICKS

### AUTOMATIC CLUB

(Most mentions for established artists)



**DURAN DURAN,** Capitol  
**ANNIE LENNOX,** Arista  
**PATTY SMYTH,** MCA  
**ARRESTED DEVELOPMENT,** Chrysalis/EMIRG  
**JOURNEY,** Columbia

### THE BUZZ CLUB

(Most mentions for new/developing artists)

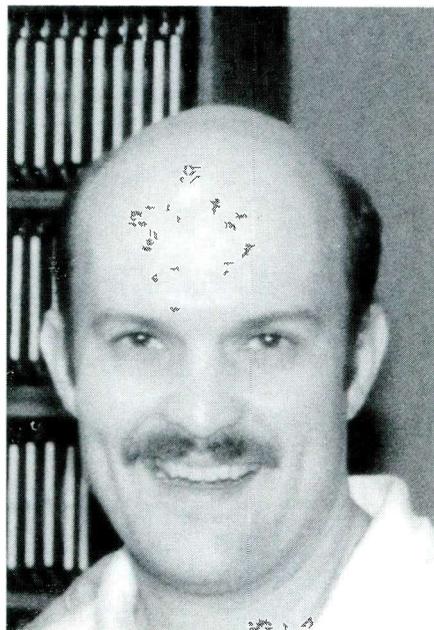
#### BUZZ CLUB CHAMP



**BIZARRE, INC,** Columbia  
**TOYS f/WENDY & LISA,** Geffen/DGC  
**SOUND FACTORY,** RCA  
**da da, I.R.S.**  
**THE BOOGERMAN,** Profile

## SOUTH

**DR. DAVE ALLEN/ Z102:** *Duran Duran; Slaughter; Arrested Development.*  
**RUFUS HURT/ WQUT:** *Duran Duran; Annie Lennox.*  
**LARRY D./ XL106.7:** *Duran Duran.*  
**BILLY SANTIAGO/ KBFM:** *Goddess; Dueling Techno; Bizarre Inc.; AB Logic.*  
**BILL McCOWN/ WMMZ:** *Duran Duran; Journey.*  
**RANDY RICCI/ KISX:** *Charles & Eddie; Eddie Money.*  
**CLAYTON ALLEN/ KCHX:** *Duran Duran; Annie Lennox.*  
**RICK "BIG DOG" HAYES/ KTFM:** *Bizarre Inc.; Vanessa Williams; C.E.B.; Sound Factory.*  
**JOHN KILGO/ WBPR:** *Journey; Annie Lennox; Peter Cetera/Chaka Khan; Duran Duran.*



**Dusty Hayes/ WABB**

**DUSTY HAYES/ WABB:** *da da is gonna be huge; Ugly Kid Joe; Boy Crazy "That's What Love Can Do". The hook is so strong...instant hit.*

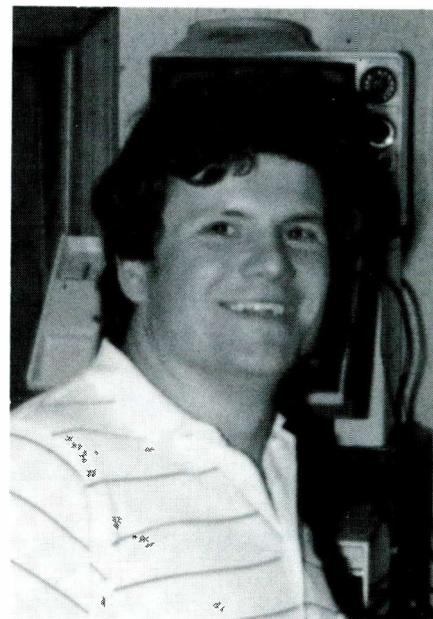
**DAVE ALLAN/ WJMX:** *Annie Lennox; Duran Duran; Journey.*  
**RANDY SHERWYN/ WXKB:** *Duran Duran.*

**RALPH WIMMER/ WZBQ:** *Duran Duran; Patty Smyth; Eddie Money.*  
**BILL CAHILL/ WDCG:** *Duran Duran.*  
**STEVE DAVIS/ WRVQ:** *Duran Duran; da da.*  
**JAY TAYLOR/ WRBQ:** *Madonna "Rain"; Duran Duran; The S.O.U.L. S.Y.S.T.E.M.*  
**LEE CHESNUT/ WSTR:** *Duran Duran; Elton John "Simple Life".*  
**LESLIE FRAM/ WNNX:** *Duran Duran; Suzanne Vega; R.E.M.; Annie Lennox.*  
**TINA SIMONET/ KZFM:** *Rage; Bizarre Inc.; The Boogerman on Profile.*  
**TOM POLEMAN/ KRBE:** *Bizarre Inc.; Duran Duran.*  
**J.J. McKAY/ KNIN:** *Duran Duran; Annie Lennox.*  
**ROBERTA VARELA/ KPRR:** *Mellow Man Ace; The Nylons; Darlene Love; Sound Factory.*  
**CHRIS RYAN/ KISX:** *Duran Duran; INXS.*

**STEVE SPILLMAN/ WZKX:** *Duran Duran.*  
**TANK SHERMAN/ WYAV:** *Arrested Development; Annie Lennox; Journey.*  
**JOHN KELLY/ KTUX:** *Duran Duran.*  
**HOLLYWOOD HARRISON/ BAYOU104:** *Dazzey Duks is workin' really well here; Arrested Development; Def Leppard.*  
**GERONIMO/ WABB:** *Dazzey Duks is really big for us. If anybody would be curious enough to call 205-432-5572 for a copy, they'll send you one.*  
**FLASH PHILLIPS/ KWTX:** *Wynona Judd could be good for Top 40; Patty Smyth; Cathy Dennis; Peter Cetera/Chaka Khan.*  
**RIC AUSTIN/ WFHT:** *Arrested Development; Bizarre Inc.; Poison.*  
**ROBERT ELFMAN/ KIXY:** *Annie Lennox; Duran Duran; En Vogue; Peter Cetera/Chaka Khan; Sade.*

## MIDWEST

**ERIC MURPHY/ WENZ:** *Starclub; Sunscreem; Duran Duran.*  
**JIM LAWSON/ WVIC:** *Duran Duran; Annie Lennox; Alpha Team.*



**Scott Stalker/ KMGZ**

**SCOTT STALKER/ KMGZ:** *Duran Duran; Annie Lennox.*  
**TONY WAITEKUS/ WCIL:** *Tom Cochrane; Charles & Eddie; Cathy Dennis.*  
**CHRIS DIDIER WMEE:** *Arrested Development; Duran Duran.*  
**RICK MICHAELS/ WENZ:** *Duran Duran.*  
**BEN JAMMIN'/ KXXR:** *Duran Duran; Patty Smyth.*  
**JIM STACY/ WAZY:** *Eddie Money; Patty Smyth; Peabo Bryson/Regina Belle.*  
**SCOTT ROBBINS/ WBNQ:** *Duran Duran.*  
**TOMMY BISHOP/ KZIO:** *Annie Lennox; Neneh Cherry f/Michael Stipe.*  
**DAVE MICHAELS/ KGGG:** *Annie Lennox; Duran Duran.*  
**RICK UPTON/ WKBQ:** *Duran Duran; Darlene Love.*  
**KEVIN PETERSON/ KDWB:** *Bon Jovi.*  
**DAVE NICHOLAS/ WRQK:** *The Jeff Healey Band.*  
**RICK ACKER/ KKXL:** *Annie Lennox is good; Arrested Development; Duran Duran.*  
**MICHAEL STEELE/ KQKQ:** *Duran Duran; the new Poison sounds like a Top 10 radio hit.*



# Picks To Click

**ROB MORRIS/ WWHT:** *Chante Moore; Simple Pleasure; Arrested Development.*

**BILL KLAPROTH/ WTBX:** *Cathy Dennis; Toys f/Wendy & Lisa; The Soup Dragons.*

**JACKIE JOHNSON/ WBIZ:** *Annie Lennox; Duran Duran; Michael Jackson.*

**BOB BECK/ KYYY:** *Duran Duran; Annie Lennox.*

**TOM COLT/ KCMQ:** *Shai is working extremely well.*

**LISA CROCKER/ WDBR:** *Journey; Duran Duran.*

**SCOTT LAUGHLIN/ WBNQ:** *Roxus.*

**ERIK BRADLEY/ KBEQ:** *Shai; Boy Crazy; Sunscreen; Alpha Team; Bizarre Inc.*

**STEVE KNOLL/ KDMX:** *Patty Smyth.*

**JOHN DIMICK/ KISN:** *Patty Smyth; Michael Jackson; Peter Cetera/Chaka Khan; Amy Grant.*

**STEVE HELLER/ ZFUN:** *Annie Lennox; Duran Duran.*

**HOSH GURELI/ KMEL:** *Robert Downey, Jr. "Smile" on Epic.*

**JAMES BAKER/ KEWB:** *Duran Duran; Arrested Development; Eddie Money.*

**RAY KALUSA/ KWNZ:** *Rage; Duran Duran; Ugly Kid Joe; Poison.*

**R. CHARLES SNYDER/ KTMT:** *Annie Lennox; Duran Duran; Ugly Kid Joe.*

**KIP TAYLOR/ KS104:** *Chante Moore; N2Deep; Father MC.*

**KIM MATTHEWS/ KKRZ:** *The Heights is pretty good; Annie Lennox.*

**TOM SHERMAN/ KKBE:** *The S.O.U.L. S.Y.S.T.E.M.; Goddess; Patty Smyth.*

**MARK MURPHY/ KGOT:** *Arrested Development; Patty Smyth.*

**NATHAN CRUISE/ KKMG:** *Arrested Development; Father MC f/Jodeci.*

**J.J. MORGAN/ KKSS:** *Toys f/Wendy & Lisa; Neneh Cherry f/Michael Stipe; Portrait; Duran Duran.*



Michelle Mercer/ KPWR

**MICHELLE MERCER/ KPWR:** *Sound Factory* is already in power rotation after three weeks; *C.E.B.* "Get The Point"; *RTZ* "Dance Your Ass Off"; *Felix f/Jomanda* "Don't You Want Me" (the Fierce mix); *Vanessa Williams* "Love Is" from the Beverly Hills 90210 soundtrack.

## WEST

**JON ZELLNER/ KVRV:** *The Heights; Wendy Moten; Patty Smyth.*

**MIKE KASPER/ KZMG:** *Annie Lennox.*

**DUANE SHANNON/ KFBQ:** *Arrested Development; Kenny G.; Duran Duran.*



*The Season's Greetings  
and Best Wishes for the New Year*

# Mercury Records

## Def Leppard "Stand Up"

FMQB: 32-27\* R&R: 33-28\*

**ACTION:** WKBO-20-12 Q102-15-13 KDWB-29-26  
PRO-FM-D-30 WZOU-D-30 WOMP-16-13 WRFY-25-18  
WRCK-31-25 WAAL-18-14 WAEB-25-22 WRHT-27-22  
WVVG-35-31 KF95-24-21 KPLZ-D-27 KC101-D-26  
WERZ-D-30 WNNK-D-30 WFLY-D-34



## Soup Dragons "Pleasure"

FMQB: 30-28\* R&R: 31-29\*

**ACTION:** KEGL-9-6 WKBO-13-9 KC101-25-19 OK95-24-20  
KDWB-27-24 WAPE-25-22 WPST-29-23 WGLU-30-26  
KTMT-13-10 PRO-FM-28-26 WYYS-32-26 KCMQ-32-29  
K106-18-12 WPRR-20-16 KTRS-24-21 MIX96-30-27  
WRCK-37-33



## Bon Jovi "Bed Of Roses"

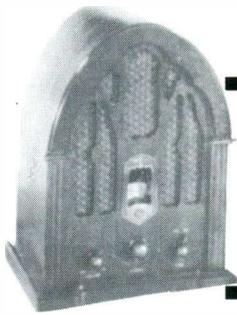
COMING JANUARY 4th!

Don't forget the new Bon Jovi Christmas song for the 90s  
"I Wish Every Day Could Be Like Christmas," the B-side of  
"Keep The Faith"

Available On CD Single and Cassette Single.



a PolyGram company



# 1992 FMOQB ALL-STARS RADIO



## BEST STATION



**B96/Chicago**  
(Major Market)



**WAPE/  
Jacksonville**  
(Secondary Market)

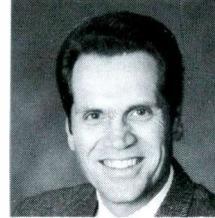
## MOST INFLUENTIAL PROGRAMMER

**Steve Rivers**  
KISS108

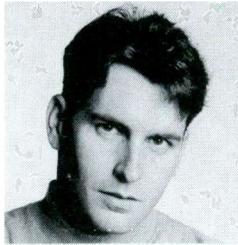


Runner Up

**Jeff McCartney**  
WAPE



## BEST EARS



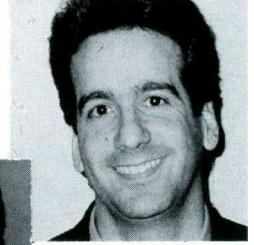
**Hosh Gureli**  
KMEL  
(Major Market)



**Dana Lundon**  
WTIC-FM  
(Secondary Market)

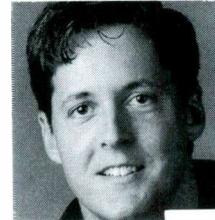
## MOST PROMISING PROGRAMMER

**Pete Cosenza**  
KC101



Runner Up

**Lee Chesnut**  
STAR94



## BEST CAREER MOVE



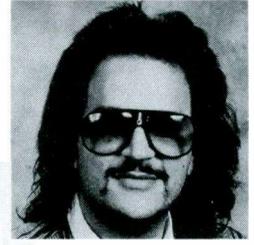
**Jeff Wyatt**  
KIIS  
(Major Market)



**Michelle Stevens**  
WPST  
(Secondary Market)

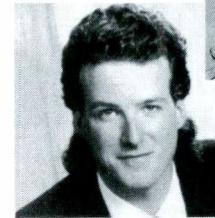
## MD OF THE YEAR

**Albie Dee**  
WPGC

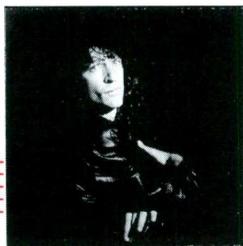


Runner Up

**Todd Cavanaugh**  
B96



## BEST MORNING SHOW



**Howard Stern**  
(National)



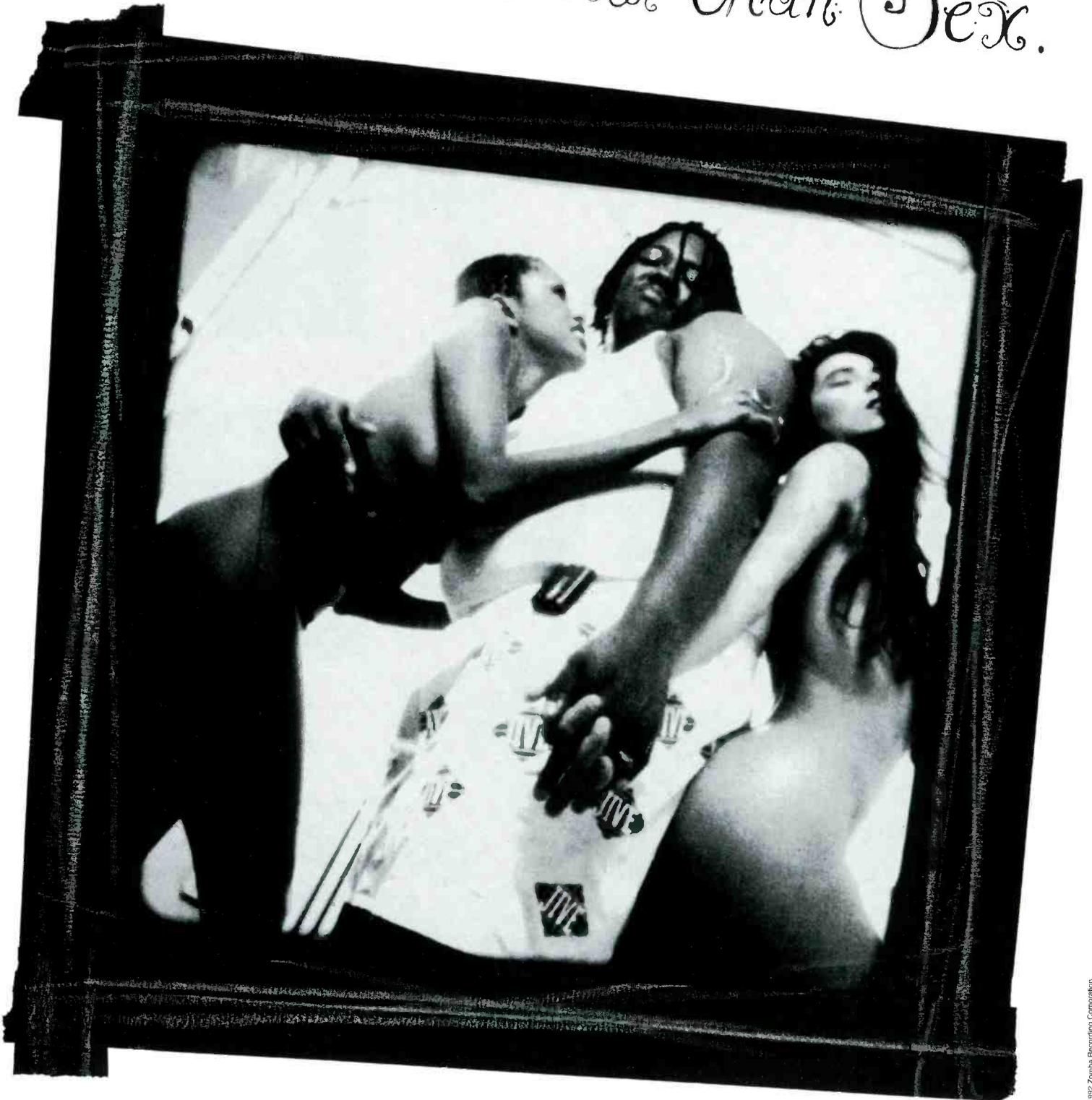
**WEGX**  
**John Lander/Nut Hut**  
(Major Market)



**KKMG**  
**Jonathan Wilde/Erin Brady**  
(Secondary Market)



*Jive Records. Better than Sex.*



A Tribe Called Quest, Ant Banks, Vanessa Bell Armstrong, Angela Bofill, Boogie Down Productions, Casual, Mike Davis, D.J. Jazzy Jeff & The Fresh Prince, Fu-Schnickens, Hi-Five, Kool Moe Dee, Mr. Lee, Mz. Kilo, Billy Ocean, Pooh-Man, U.G.K. (Underground Kingz), R. Kelly & Public Announcement, Marvin Sease, Souls Of Mischief, Spice 1, Too Short, YoYo Honey

*Have a sin-sational holiday!*



# 1992 FMQB ALL-STARS LABELS

## PROMOTION EXECUTIVES OF THE YEAR



David Leach, Mercury



Jerry Blair, Columbia

## LABEL OF THE YEAR



Runner Up



## MOST PROMISING PROMOTION EXECUTIVE



Joe Riccitelli  
PLG

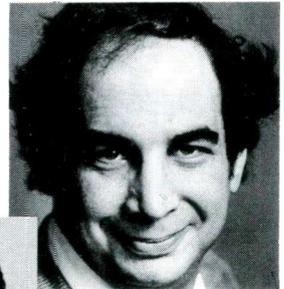
Runner Up



Frank Palombi  
Capitol

## MOST ENTERTAINING PROMO PERSON

Billy Brill  
Interscope

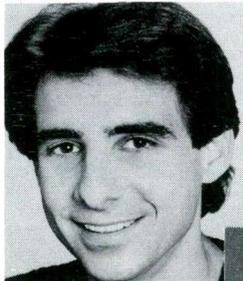


Runner Up

John Boulos  
Virgin

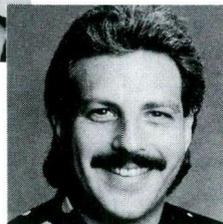


## BEST CAREER MOVE



Bruce Tenenbaum  
MCA

Runner Up



Michael Steele  
EMIRG



## BEST LONG TERM PROMO PROJECT

Toad The Wet  
Sprocket  
Columbia



Runner Up

Soup  
Dragons  
Big Life/  
Mercury



# 1992 FMQB ALL-STARS MUSIC

## SINGLE OF THE YEAR



**Boyz II Men**  
"End Of The Road"

(Motown)

Runner Up



(Wing/Mercury)

**Vanessa Williams**  
"Save The Best For Last"

## ALBUM OF THE YEAR

**En Vogue**  
"Funky Divas"



(A&M/EastWest/All. Grp.)

Runner Up



(Island/PLG)

**U2**  
"Achtung Baby"

## COMEBACK ARTIST/BAND



(Duck/Reprise)

**Eric Clapton**

Runner Up



(MCA)

**Patty Smyth**



## BEST MALE ARTIST



(Columbia)

**Michael Bolton**

Runner Up



(A&M)

**Bryan Adams**

## BEST FEMALE ARTIST



(Columbia)

**Mariah Carey**

Runner Up



(Wing/Mercury)

**Vanessa Williams**



# 1992 FMQB ALL-STARS MUSIC

## MOST PROMISING ARTIST/BAND



(Uptown/MCA)

Mary J. Blige

Runner Up



(Chrysalis/EMIRG)

Arrested Development

## BEST NEW ARTIST/BAND

Jon Secada



(SBK/EMIRG)

Runner Up

Toad The Wet Sprocket



(Columbia)

## OVERLOOKED ARTIST/BAND



(Geffen/DGC)

XTC

Runner Up



(MCA)

The Lightning Seeds

## BEST CONCERT/TOUR

U2



(Island/PLG)

Runner Up

Def Leppard



(Mercury)



# PATTY SMYTH

## "No Mistakes"

A MOST ADDED!

WZOU-29 KRBE-36 WPLJ-22  
THE EAGLE-23 KHMx-24 WRQX-23  
WKTI-19 STAR94-30 B94 WAQQ  
STAR104.5 KXYQ KPLZ 93Q WKSE  
WKSS WRVQ WDJX WPST

# HARDLINE

## "Can't Find My Way"

**ACTION:**

U93-Add KMYZ-22-18 WRQK-25-22  
KTUX-36-27 WBNQ-D-28  
WOMP-D-27 KNIN-D-33 WGLU-D-38  
ZFUN106-D-40 KAY107-D-40  
KNOE-D-40 WERZ WAAL WZYQ  
WYAV WHHY KIXY

# MEATLOAF

## "Paradise By The Dashboard Light"

**ACTION:** KEGL-26-23

KKXL-Add KYRK-Add KZII-Add  
KGGG-Add KTUX-Add  
KNIN-35-29 KJ103-33-30 WRQK  
KKHT KQIZ KAKS KISR

# SHAI

## "If I Ever Fall In Love"

FMQB: 4-3\* R&R: 4-3\*

On Over 180 Stations  -Heavy!

**ACTION:** WNCI-Add-11 KXYQ-Add-20  
WKSI-Add WTBX-Add WZEE-Add-25  
WERZ-Add KMOK-Add-29 WCKZ-1-1  
B96-3 HOT97.7-4-3(hot) KIIS-6-4  
WXKS-7-6(hot) POWER PIG-4(hot)  
WHYT-4 B94-5-2 Z100-9-6 KPLZ-4  
Q106-9 POWER96-15-7 KBXX-6

# WRECKX-N-EFFECT

## "Rump Shaker"

FMQB: 22-19\* R&R: 23-20\*

 Stress!

**ACTION:** WXKS-Add-15(hot)  
PRO-FM-Add-29(hot) WKBQ-Add-21  
KF95-Add KQMQ-Add KQIZ-Add  
KWNZ-Add-35 HOT97-1(hot)  
KKFR-1-1(hot) WHYT-1-1(hot) WPGC-2  
WWHT-2(hot) Z100-3 KUBE-4-3(hot)  
HOT97.7-3-2 B96-4 KTFM-8-6(hot)  
KBXX-8 KGGI-11-8(hot) KPLZ-14-11  
POWER PIG-15-11 KDWB-25-18

MCA



# At Issue

## STATE OF THE FORMAT ADDRESS

*In our Year-end At Issue programmers present their State Of The Format Address. We asked these decision makers to rate Top 40's performance in 1992, and to discuss their projected key issues our format will face in '93.*

**Marc Chase O.M. WFLZ (Power Pig)/Tampa**



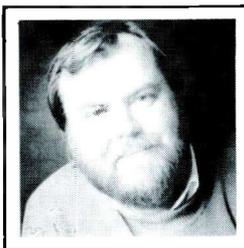
In the past, Top 40 formats could be the music station that 12-24 year olds preferred, carefully dayparted for parental acceptability and 25-54 ratings success.

Add news and information, community service, high profile personalities, a dose of fun and irreverency, and...BAM...Top 40 stations could be everything to everyone. The events that occurred during and before 1992 have drastically affected the format. 'Mix' stations decided the 25-34 CHR listener was vulnerable to a musical attack. The 'mix' format could deliver the familiarity, excitement, and information without the perceived negatives of Top 40. They could score well in the 18-34 and 25-54 demographics that buyers love, thus skimming the cream off Top 40's coffee. Dance leaning stations attacked the 12-24 Top 40 core, providing them with a constant barrage of high energy songs and ballads that in most instances are preferable to that demo. The low-end AOR format not only reduced the shares of its older AOR competitor but stole audience from Top 40 Rock preference fans as well. Country has been rejuvenated. It's fresh, sexy, and very appealing to young adults. Today, when a Country station's van drives down the road, people actually throw Arbitron diaries in the windows. It has been a format on fire at the expense of Top 40. In 1992, we found the Top 40 format searching for answers. The lack of consistency with Top 40 stations was another major problem. One month, station XXXX will lean adult, the next week it's Rock, Dance the next, and Alternative the week after. All this and an occasional Garth Brooks record have left a station's image cloudy and their focus unclear. You must realize niche formats have affected Top 40. Today, you must define your image and position, then constantly work at meeting your listener's expectations. When you've lost your focus, and you don't know what you're going to do from one month to the next, sooner or later you will lose audience.

Over the past three years, I can't tell you how many times I have seen someone say or write that their station used 'Power Pig tactics' that backfired or a 'Zoo concept' that didn't work. This 'copycat Lemming', if it's good enough for them, it's the right thing for me' attitude has hurt the format. Sure, you should steal ideas, but to fully utilize them, you should know why the idea was implemented. In Tampa Bay, we don't attack Q105 just to attack Q105. We want to take their eye off the ball. Make them start concentrating on what we're doing, not what they're doing. We also knew that listeners had certain beliefs about Q105 that we could exploit. Saying 'Q105 talks too much' or 'plays too many commercials' or 'sucks' will not work if listeners did not believe what we're saying is true. But when a programmer hears that 'the Power Pig said that Q105 sucks' and thinks, 'let's say our competitor sucks, too, and we'll murder 'em, just like the Power Pig did Q105 and we'll have a big fall book'. He or she may be partially right in that they may have a 'big fall.'

In 1993, Top 40 stations will need to analyze the market, evaluate their current competitive situation, and commit to a plan that will maximize their audience share with the current market conditions. At the same time, individual stations and the format as a whole should try to reeducate advertisers and the ad community to the inherent advantages of Top 40. Our audience is active, not passive. Our presentation is foreground, not background, and the methodology used to derive the ratings information they consider 'gospel' inherently favors other formats, again at Top 40's expense. They are missing great opportunities by not utilizing Top 40 stations more.

**Steve Rivers P.D. WXKS/Boston**



If we were comparing the current state of the format to a sport like baseball, then you would have to say Top 40 is still in a slump. As the nation's economy improves, listeners

will be more inclined to sample Top 40 for its music and sense of adventure.

The Howard Stern radio network's success should be telling all broadcasters that listeners have had it with canned bits and forced humor. Listeners are starved for 'realness,' whether it is Stern or Seinfeld. In '93, more than ever, to get ratings, you gotta get real! (Anti-hype personalities with actually something to say.) Now there's a concept!

**Lyndon Abell P.D. WENZ/Cleveland**



Top 40's performance in 1992 continued to be less than stellar. Fueled by demands for 25-54 numbers, the 12-34 Top 40 format has contorted itself into various

shapes with mostly mediocre results. Additionally, continued fragmentation of contemporary music brought with it continued fragmentation of contemporary formats. Because Top 40 is the 'catch all' format that is supposed to appeal to all people who like listening to contemporary music, it has been affected the most.

Consequently, the two concerns that will most affect the Top 40 format in '93 are revenues and fragmentation. '93 must see Top 40 begin to develop 12-34 advertising revenues. They exist, but don't make it to radio; they are spent on TV and print. And, without 12-34 revenues, demand will continue for only 25+ numbers. In order to attract adults, most Top 40s will have to become more and more focused. True mainstream Top 40s may cease to exist unless 12-34 is a viable target demo again.

**Jeff Wyatt P.D. KIIS-FM/Los Angeles**

I would rate Top 40's performance at about as bad as it can get - I hope. How many owners betrayed the format?

The biggest concern facing the format in 1992 will be finding mass appeal hit records



- that have tempo  
- so we can  
differentiate  
ourselves from  
the ACs, and  
attract an  
audience with  
which we can  
seduce advertisers  
into payin'

beaucoup dollars for ad time. Top 40 radio can sell mass appeal products better than any other music medium, because it involves the listener so well, and does exciting promotions involving advertisers. But, it must have a mass audience first. Let's find some uptempo HITS!

**Don London O.M./P.D. WZPL/Indianapolis**



I would give the format a 'C' for average in 1992. While some Top 40s continue to prosper, far too many bailed out of the format this year.

New music is still exciting if it's the right new music. Top 40 can still be among the top three cuming stations in almost any market. Active audiences still embrace an exciting, fun station they can relate to. We need to shed some of the baggage associated with today's Top 40, and minimize the negatives. Many times, the station of choice is the lesser of all evils. Today's Top 40 station needs to be well defined without being too narrow. It's still a mass appeal format. We can't abandon 12-17s, but we can't sound like 'teen machines' either.

The format can still be successful - if a target demographic is researched and super-served. This depends on the market's tastes and competition. All station personnel should be aware of Arbitron's methods and shortcomings so they're not misled when the ratings come out. Quality people should be hired and coached. We should no longer 'keep our fingers on the trigger' waiting for human beings to make mistakes, while we constantly hire and fire. We should 'break the rules' when it comes to promotions we feel are corny, and be imaginative again. Everything should be aired with entertainment value in mind. Finally, we should hear radio through the listener's ears, and network with successful people for additional information and insights. No one person or station has all the answers.

**Tony Novia O.M.WSTR/Atlanta**



1992 was not a great year for radio as a business. Over fifty percent of the radio stations in America are losing money. It was even worse this year for Top

40 radio. By the hundreds, radio stations bailed out of the format looking for that 25-54 answer. In many cases, you can't blame them because, after all, radio is a business. Yes, we are here to serve the public interest, but we must make money to pay the bills. I still wonder how many programmers out there realize the business aspect of the radio business.

I am saddened that as a very powerful business force, radio has been unable to pull together and make Arbitron ratings do something about its antiquated form of data collection. Radio pays millions of dollars a year...for what? A ratings system that was developed for the three major television networks many, many moons ago. Let's not put blame on Arbitron. It's our problem as an industry that we haven't had the guts to stop paying them.

I am encouraged by recent changes in the top management at Arbitron. The people meter is exciting. But we have to survive another two years or so to see it work. Everyday, people are losing their radio jobs because of inadequate sample sizes, geographical, sex, age, and race sampling problems. The most common Arbitron response is, 'We're trying to get better, or pay more and we'll increase the sample.' If we go out of business, doesn't Arbitron?

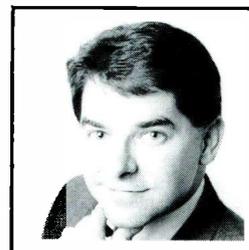
Arbitron's New Year's resolution should be to become radio's friend. They need to help us make money, not let advertising agencies beat us up book-after-book.

In 1992, we were our own worst enemy at Top 40 radio. While the world around us has changed dramatically, most programmers have not. For example, why did we overdose on rap and dance product? Did listeners want it in the frequency that we gave it to them? I think not.

In 1993, I call on our other friends, the record companies. Top 40 radio is in intensive care and needs your help. We need Top 40's answer to Garth Brooks, Clint Black, Trisha Yearwood, and Reba McEntire, to name a few. For reasons too in-depth to take on here, Top 40 radio has lost it's focus and base with it's listeners.

To help bring it back, we need superstars. We need a pop Garth Brooks. A good looking, well mannered, clean-cut, nicely dressed person who writes and sings great songs about family, wives, husbands, girlfriends, boyfriends, kids, and life in general. Look at how consumers have responded to him and country radio. It's even winning with teens in many markets. I'm guilty in 1992, and going back to the basics in 1993. Ask yourself: Do you really understand who your audience is, and what their needs are? If not, find out. A hit is a hit is a hit! Play the hits for your target demo, and daypart like hell. Get a "killer" morning show. Zoo's are history. Bolton Research says, "Grow up, be real, give your listeners spontaneous, real entertainment, be personal, be totally unique, hire great talent." Program for your city, not someone elses. If the Indigo Girls work in Atlanta because they are from here and have a hit, we're going to play them. Go with your gut, and fight for what you believe in. Target, promote, and market, for those lucky enough to have a budget. If not, get creative. Be consistent. Don't kneejerk on a down trend or book. If you're doing your homework, you will win. Make the time to listen to your radio station, out of the office if possible. Make an effort to network and think outside of the box. Stay on top of new technology. Fiber optics, more MTV channels, computer/video technology, and cable radio will continue to fragment us. Whether you voted for him or not, the politics of pop music say that if you elect a conservative president, like Bush or Reagan, pop music will respond with music that is experimental, innovative, or just plain angry or anti-social. Music that veers off into uncharted waters, testing the boundries of subject matter, prudence, and taste. Sound like 1992? Elect a moderate or liberal president, like Clinton, and you get music that is sweeter, safer, and more wedded to traditional forms. It looks like 1993 is going to be a great year for Top 40 music. Thank you for the opportunity to write this, and to work in this great business for the past 15 years.

**Roger Allen O.M. KHFI/Austin**



Top 40's performance in '92 continued a downward slide on the format life cycle. But, I firmly believe it is by no fault of the format, the audience, or the medium we call radio. It's the system. Radio's management needs to bring fun, creative programming back to the forefront.

Ad agencies need to re-educate themselves on the huge buying power of the Top 40 audience, and share the cost of ratings research. Record labels need to bring their promotion staffs and A&R people together for the purpose of selling records, not making statements about personal taste and chart position. In some isolated cases, you will find Top 40 is alive and well where it is executed properly.

We have got to think outside the box in '93, while getting back to what we do for a living. Entertainment! Build it and they will come. And remember: Radio is not broken, the format is not broken, the audience is not broken. It is the system that is broken. Let that thought be your mission statement, as we rebuild in 1993.

#### Larry Martino O.M. KGGI/ Riverside

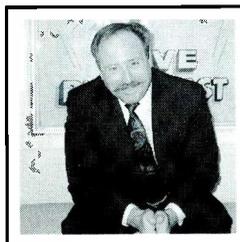


"I think Top 40 radio performed as well as could be expected considering the lack of superstar acts with superstar caliber product in 1992.

Back in the mid-to-late '80s when Michael Jackson, Prince, Madonna, Whitney Houston, Bobby Brown, New Kids On The Block, Janet Jackson, and Paula Abdul were our multi-media superstars releasing superstar caliber product, CHR radio was the envy of other formats, with our huge cume, great ratings, and solid demos. Many of these superstars released new product in late '91 and during '92, and not one of them had more than two major hits on their albums. As programmers, we must play the best available product at any given time...the hits. If the superstar's albums are disappointments to their fans and radio, then we try to find the hits elsewhere, with new acts. This weakens the format for a while. The format will bounce back with a new crop of superstars and great product from our superstars of the past few years. Thank goodness for Boyz II Men and TLC in '92. Thank goodness Whitney Houston has some great songs on the Bodyguard soundtrack. We need more of our superstars to release multi-hit projects, and be successful in the multi-media arena. At this moment, I would say the 'superstars with superstar caliber product' pendulum has swung toward Country music for the past year and the near future. However, it is a cyclical phenomenon. When Top 40 radio can boast the biggest superstars with the biggest hit albums, movies, cartoons, books,

posters, concerts, etc. again, we will then have the big successes we were enjoying back in the mid-to-late '80s. Then, our problem will once again become: "How can I compete with three other CHRs in the market?"

#### Jeff Ballentine, P.D. 92Q/ Baltimore.



Quite bluntly, I'd have to rate CHR's performance in '92 as pretty piss poor. And that's not based entirely on ratings. Never before has there

been so much in-bred thinking. There are so many complete idiots and assholes running Top 40 radio stations. There doesn't seem to be a lot of people that are doing a lot of smart things. They continue to play bad records, because they'd rather be friends with the record company. They look at the charts instead of wiping their asses with the charts. They don't want to break rules. And it's because of this in-bred thinking that these guys continue to get their asses kicked by everybody from Hot ACs to Oldies. CHR's performance is pretty poor! There are a few people out there who are doing it right, but not many.

In '93, first and foremost, the music industry is going to have to give us better product. And that comes from developing bands. Who knows what wave that will come from. I think that a good portion of it is the Alternative stuff. As a matter of fact, I was having dinner with Kevin Curtis from Columbia, and we were talking about the great job that they're doing with Toad The Wet Sprocket, which I believe is a mass appeal CHR record. There's another record out there called *Dizz Knee Land* by *dada*. Because it's on the I.R.S. label, and it gets labeled 'Alternative,' it will have a much more difficult time breaking at CHR. But it's a great song with possibilities. The difference is that the song is on I.R.S. vs. Columbia or MCA, who have the real power and muscle to pull it through. Because of the continued in-bred thinking, nobody's looking at these type of records. Everybody's got that 'back page' mentality, or the 'What can I do for the record company?' mentality, instead of breaking the rules and saying, 'When the music's bad, I'll find an album cut that I can play,' like Guy Zapoleon. You need to take the blinders off and ask, 'What are hit records?'

The other problem facing us in '93 as Program Directors is that we're going to have to be multi-formatted and multi-faceted in our thinking. We're entering into an age of LMAs, and duopolies. As a corporate P.D. with Great Trails, I had the opportunity to be involved with many different formats. I was involved in AC, Rock, and Oldies. I even put two AM's on SMN. As LMAs and duopolies become more and more common, PD's are going to have to realize that they can't just do CHR. If they want to keep their jobs and continue to grow, not only are they going to have to do CHR, they're going to have to develop into programmers who can also do Hot AC, Adult CHR, Dance, Urban, Urban AC, Oldies, Alternative, Hard Rock, AOR, or Classic Rock. We're going to have to start thinking on these levels in '93, because the job positions are becoming less and less available. The bottom line is, in 1993, everything is going to be for sale. Even people who don't think that their station is for sale, and who think that they're safe, are wrong. Everything is for sale, and if you want to keep your job, or continue to grow, you're going to have to think on another level.

We also are going to have to start thinking bottom line. In the '70s, P.D.s were the head D.J.s. In the '80s, they evolved into guys who had to know a little bit about smoke and mirrors. In the late '80s, they had to know about marketing and positioning. As we go into the '90s, not only are they going to have to truly manage themselves, they're going to have to be accountability and bottom line people. Paring down staff and cutting budget was perhaps one of the most painful things that I have personally ever gone through. Your typical CHR Program Director might say, 'Well, we can't win without this staff or these things.' That's not the issue! The bottom line in the '90s is: You're gonna have to do a whole lot more with a whole lot less. If you think that that's gonna go away, you're wrong. UBC is a good company, but it's a very thrifty company, and a very accountable company. That's both positive and negative. When you stop to think about it, 92Q went from a .9 to a 4.3 with fairly low overhead. We can turn this thing into a cash cow. As a Program Director, you're going to have to understand that kind of thinking. More and more people are going to have to become like Randy Michaels of Jacor. He's both multi-faceted and accountable. You'll hear him say things like, 'Yeah, Denver only had a three share, but they're making money.' In the '90s, that's the bottom line.

*Happy Holidays*  
*From*  
*All Your*  
*Friends At*  
*Interscope!*



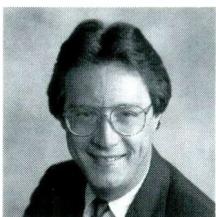
# FMQB SOUND BITES '92

## WHAT INDUSTRY MOVERS AND SHAKERS HAVE SAID IN FMQB'S VARIOUS FEATURES IN 1992.



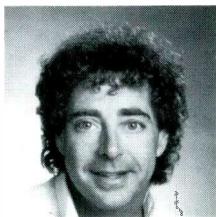
*"CHR needs hit records. More than that, they need hit records that can stimulate, provoke and entertain an audience."...Al Cafaro, President, A&M*

*Records, Up Close, January 10*



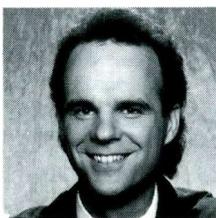
*"We twist a format, and skew it completely out of shape with Dance & Rap, and then wonder what happened when the wheels come off. How can we be so*

*stupid?"...Dave Robbins, Group P.D., Nationwide Communications, At Issue, January 10*



*"The worst thing you can do is try to copy a stronger, more present competitor. You end up sounding like a watered down version of something that's*

*already established."...John Lander, O.M., WEGX, Phila., Up Close, January 17*



*"We need an infusion of cut-through music; we need music people care about!"...Dave Shakes, P.D., B96, Chicago, At Issue, January 17*



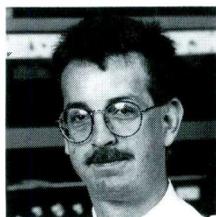
*"The station that wins will be the one that owns the street, versus stations that care about what's getting played in New York, Los Angeles and D.C. Play what your*

*audience is telling you they want to hear!"...Albie Dee, M.D., WPGC, Washington, At Issue, January 17*



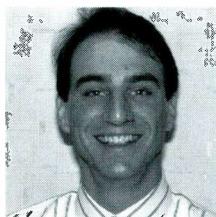
*"With the way the format is set up nowadays, you have to superserve the primary demo. Guys are going to get a little gutsier and program a little more with the heart and their*

*ears, and not just 100% on research."...Tom Cuddy, V.P. Programming, WPLJ, New York, Up Close, January 31*



*"You can't always be too careful or too over-researched, and I tend to think that too many programmers over-research. They need to use their gut a little bit!"...Jay Taylor, P.D., Q105, Tampa, Up*

*Close, February 7*



*"The person who invented 'Time Spent Listening' should be stripped naked, tied to the front end of a 4x4, and driven through a field of rose bushes."...John Dimick, P.D., KISN, Salt*

*Lake City, At Issue, February 14*



*"You've got labels and radio stations both not responding to the listeners. Somehow, they've got to get together for both their salvations and learn how to be unbiased... otherwise, we're going to see the loss of pop music in America. We're going to lose our future."...Mike Joseph, Broadcast*

*Consultant, Up Close, February 14*



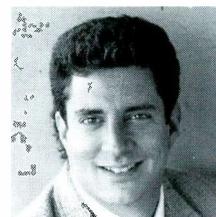
*"I'm a big believer in playing the retail hits. The analogy that I always like to use is, that if you go to the box office, the critics don't pick the hit movies. (If they did), I don't think*

*'Wayne's World' would be showing in a theatre anywhere!"...Rich Hawkins, P.D., WMXP, Pittsburgh, Up Close, Feb. 28*



*"There should be at least one station that plays all the songs that are selling Top 10. Obviously, sales indicate that a person was so passionate about that song that they*

*went out to buy it. It's the strongest indicator of favoritism that you can find!"...Guy Zapoleon, National P.D., Nationwide, At Issue, February 28*



*"It's the fault of the sales managers and GMs for not teaching their sales staff how to sell the numbers that their Top 40 stations are getting. There*

*needs to be a re-education process, and it's not necessarily with the programming staff!"...Ritch Bloom, V.P. Pop Promotion, Capitol Records, FMQB Hot Box, March 6*



*"Record companies waste too much money on bullshit that will absolutely never influence my decision to play something. The money would be better spent on looking*

*for and trying to develop new talent, and keeping open the lines of communication with the radio guys in the heartland."...Steve Davis, P.D., WRVQ, Richmond, FMQB Hot Box, March 13*



*"I certainly don't pronounce Top 40 dead. In fact, it's as crucial to breaking mass appeal acts as it's ever been. CHR is still the format with the widest variety on*

*their playlists!"...David Leach, Sr. VP/Promotion Mercury Records, FMQB Hot Box, March 27*

# FMQB SOUND BITES '92



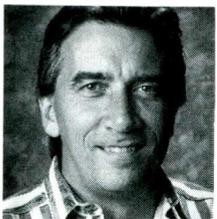
*"The ultimate local promotion manager has to, first of all, spend a great deal of time listening to the stations he/she promotes."...Steve Rivers, Program*

**Director, Kiss 108/Boston, FMQB Hot Box, April 3**



*"Women may be on-air talent, Music Directors, and maybe even Assistant Program Directors, only to find themselves looking up at a man's world.*

*(And not through rose-colored glasses, I might add)"...Stacy Cantrell, P.D., KS104/Denver, At Issue, April 24*



*"The biggest negative among radio listeners right now is 'too much repetition.' Four years ago, it was 'too many commercials' by far!"...Gerry Cagle, Station Manager,*

**KWOD/Sacramento, Up Close, May 1**



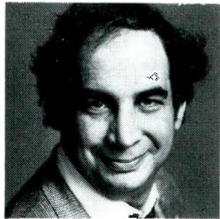
*"The best [programmer] is the one who not only possesses the technical skill and the desire to make the station a winner, but also an understanding of listener life-style."...Michelle Mercer, M.D. Power 106/Los Angeles, At Issue, May 1*

**Mercer, M.D. Power 106/Los Angeles, At Issue, May 1**



*"Most Program Directors I have talked to over the years don't have a great sense of the economic dynamics of the business!"...Rick Cummings, Emmis V.P./Programming,*

**P.D., KPWR/LA., Up Close, May 8**



*"The labels with good music, career development and great promotion and marketing people will survive."...Billy Brill, VP/Promotion,*

**Records, FMQB Hot Box, May 22**



*"Everything that comes out of your speakers telegraphs a message to your target audience about your station...however, half the battle is not on the air, it's*

*in the MIND!"...Bob Perry, O.M., KTFM/San Antonio, At Issue, May 29*



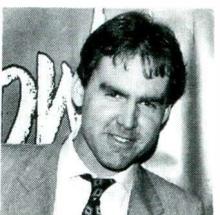
*"The general concept of the mass appeal radio station being all things to all people is something that has gone away."...Joel Salkowitz,*

**Operations, Manager, Hot 97/New York, Up Close, June 12**



*"When you see records being sold by the millions with virtually no airplay, I think it's safe to say that some of you guys missed the boat on these records."...Burt Baumgartner, Sr.*

**VP/Promotion, Columbia Records, FMQB Special Report, June 19**



*"There is more to bringing a radio station back around and getting it back into the public eye again and making people feel good about it than just changing the logo."...Brian Thomas*

**P.D., WEGX/Philadelphia, FMQB Special Report, June 19**



*"Our (marketing) strategy simply involves representative styles that mirror our air sound and target appeal. We strive to make our marketing vehicles such that they cut through life's*

*daily clutter and can easily be remembered for top of mind recall."...Don London, P.D. WZPL, Indianapolis, Up Close, July 10*



*"There is a music scene that is developing here on a national perspective, which is going to encourage further development of local acts and musicians."...Mark Bolke P.D.*

**KDWB/Minneapolis, Up Close, July 17**



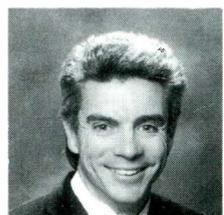
*"I want to emphasize, there is no longer a textbook pattern to follow to break new artists...if it's continuous touring, press, TV, New Music shows at radio, or crossover from*

*other formats...patience and belief in the music always pays off in the end."...Jerry Blair V.P./Pop Promotion Columbia Records, At Issue, July 31*



*"One of the first steps to our successful crossover promotion was the initiation of Micro Marketing, focusing all efforts in a particular market or a few markets at one*

*time."...Joe Riccitelli, Senior Dir. National Promotion PLG., At Issue, July 31*



*"Delegation and time management play the biggest role in working with two stations. Sometimes, there still isn't enough time to spend with everyone that you would like."*

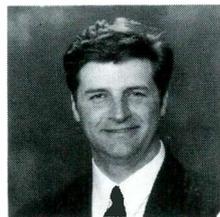
**P.D., B97/New Orleans, FMQB Hot Box, August 7**

# FMQB SOUND BITES '92



"If you think about it, the record business is much like the radio business. We have to know our customers, and 'superserve' them."...Kim Travis V.P. Promotion,

Scotti Bros. Records, At Issue, August 14



"Any time we can take a minimum amount of radio to a maximum amount of billing, we'll take that, any day of the week."...Kevin Carroll V.P./ Promotion

Atco/EastWest Records, At Issue, August 14



"A great producer can be the difference in an air talent feeling completely prepped and supported, therefore free to attack the airwaves...and a mediocre

show."...Mike Opelka, Morning Show Producer Z100/N.Y., At Issue August 21



"If [Howard] Stern comes to the Bible Belt, it will be interesting to see the audience and radio station reaction. Personally, I think he'll kick butt, and it will shake

up Morning Show radio like it's never been shaken up before in Atlanta."...Tony Novia, O.M. WSTR/Atlanta, At Issue August 28



"I do think it's important for people to remember that Howard Stern does not automatically guarantee ratings success. He is very successful, but he's not

batting 1,000."...Lyndon Abell, P.D. WENZ/Cleveland, Up Close August 28



"As much as you've heard about hurricanes in the past, the devastation and problems that they cause, unless it really happens to you, you can't really grasp what it does. It basic-

ally blew away almost a third of what is considered to be Miami."...Frank Walsh, P.D. WPOW/Miami, At Issue Sept. 11



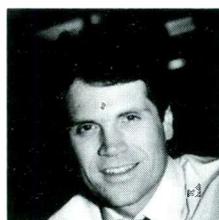
"No matter how small your market, you can never get in front of enough people, and that's something that I've brought everywhere I've programmed."...Pete Cosenza, P.D.

KC101/New Haven, Up Close Sept. 11



"You can talk about stop sets and where they go. I still think the bottom line is, if you play shitty records, your listeners are going to leave."...Jeff Ballentine, P.D.

92Q/Baltimore, At Issue September 18



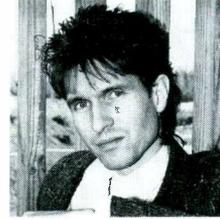
"Look outside the back page of R&R in the CHR format. If you're not sitting in a major market with a fairly large ethnic population, some of those dance records just aren't going to

work for you."...Jeff McCartney, P.D. WAPE-FM/Jacksonville, FMQB Special Report (N.A.B. Highlights) September 18



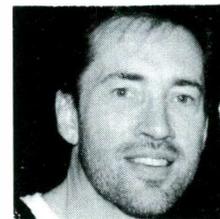
"We can't force people to like something that they don't like. We can help by identifying the music. Tell people something about the artist."...Scott Wheeler P.D.

WHHH/Indianapolis, At Issue October 16



"...the trust between radio and records is breaking down. As the trust dissolves, the synergy between radio and records begins to die."... Jefferson Ward

P.D. WIOQ/ Phila., At Issue October 23



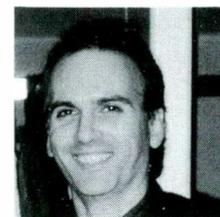
"We don't think the FCC should fine Howard Stern. However, we do believe God has a more severe punishment in mind for Howard, and we can't wait for it to hap-

pen!"...Gary Bryan Co-Host The Z Morning Zoo WHZT/New York, At Issue November 6



"Get away from 'core artist syndrome,' expand a little, use some guts, program with emotion, and turn radio back into an art form, not an over-re-

searched test tube baby."...Rick Michaels Asst. P.D. WENZ/Cleveland, Up Close November 20



"It seems that Rock records have a black mark against them to start with."... Frank Palombi National Director/ Pop Promotion Capitol Records, FMQB

Special Report November 27



"As far as my opinion on how to prepare your station for a [Howard] Stern invasion...you want me to tell you what to do for free, so you can steal my ideas

and claim you thought of them first? Blow me!"...Marc Chase P.D. WFLZ/Tampa, At Issue December 4

# MR. WENDAL

## A MASS APPEAL SMASH!

### Look Who's In Mr. Wendal's Neighborhood:

Q99-Add WAPI-Add 95QQ-Add WPST-Add  
POWER PIG-Add WZOU-Add WKSS-Add  
XL106.7-Add WKSI-Add WKBQ-Add WMXP-Add-27  
WUSL-Add KWNZ-Add KMGZ-Add WQGN-Add  
G105(WDCG)-Add WVSR-Add WYAV-Add  
99.9KHI-Add KLYV-Add WNNK-Add WJMX-Add  
KZFM-Add WABB-Add WPGC-7 KUBE-7  
WWHT-11-9(Hot) FM102-7 WCKZ-8-5 Z90-5-4  
KPLZ-16-12(Hot) 92Q-12 WIOQ-14 KTFM-20-17  
HOT97-16 Y95-24-21 B96-22-18 THE BOX-30-22  
KBEQ-26-24 KKRZ-29-25 KKBE WJMO WWKX-FM  
KKFR-D-31 KDWB-D-29 WTIC-FM-D-29  
WHHH-D-25 WPST-D-37

**1,600,000 UNITS SOLD!**

# ARRESTED DEVELOPMENT

Ask your local EMIRG rep for  
details on our HELP THE  
HOMELESS campaign



A Portion of the proceeds from the  
sale of "Mr. Wendal" will go to the  
National Coalition for the Homeless



produced by Speech

Look out for Arrested Development's upcoming appearances on:  
• MTV's UNPLUGGED • MTV's New Year's Eve Ball • In Living Color

EMI Records Group



©1992 Chrysalis Records



# Grapevine ... '92 In Review

## JANUARY

We kicked off the 25th year of FMOB by welcoming industry vet **Vince Pellegrino**, who joined as Executive Director. And FMOB Album Report Sr. VP/GM **Fred Deane** expanded his duties to oversee the Top 40 trade.

**Ken Benson** lands the Program Director gig at KQKQ/Omaha.

**Shotgun Tom Kelly** is upped to P.D. at WBPR/Myrtle Beach. And **John Kilgo** is named M.D.

**Jonathan W. Pirkle** named M.D. at WOKI/Knoxville.

**Arista Sr. VP/Promotion Rick Bisceglia** expands his promotion department: Sr. Director/Rock Promotion **Jay Ziskrout** earns VP stripes; Dance Promotion Director **George Hess** is promoted to Sr. Director, Dance Promotion/Crossover Radio; and **Steve Perun** joins the label as National Director Video/Promotion Operations.

**WKZL/Winston-Salem** starts the new year with a new name, 107.5 The Eagle.

**Joe Kiener** named Sr. VP/EMI Music, and **John Sykes** named Executive VP/Creative Operations, EMI Music Publishing.

**Jimmy Olsen** exits nights at KBXX/Houston for the Assistant P.D. post at crosstown KMJQ.

**Kevin Fleming** named VP/GM of Perspective Records.

**Birch Ratings** folds, to the dismay of most CHR programmers who liked the numbers!

**Mark LaSpina** returns to the FMOB family, from the Mercury Philly local promotion position.

**Larry Stessel** joins Mercury Records as Sr. VP/GM Marketing, Sales, and Promotion.

**WAVA/Washington** releases the entire staff as the sale to Salem Broadcasting goes through, and the format change to religion is implemented.

**KIIS/L.A.** and **Mike Joseph** sign a deal allowing the station to use the term "Hot Hits."

**Z100/New York** welcomes **Chris Jagger** from WIOQ for afternoons, and **Chio The Hitman** from Q106 for late nights. Also,

**Adam Curry** will now host a brief midday shift.

**Power 106/L.A.** plucks **Geoff St. John** from KBEQ/Kansas City.

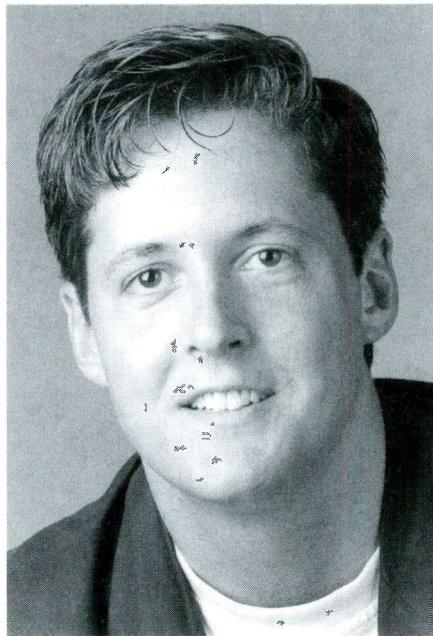
**KJMZ/Dallas** late nighter **Al B. Badd** is named M.D.

**KRBE/Houston** and **WDJX/Louisville** begin basing their playlists on number of plays.

**Colt Richards** is upped to M.D. at WHTK/Hilton Head.

**Michael Savage** joins **B94/Pittsburgh** for nights, from **Power 95/Dallas**.

**Skip Bishop** upped to VP/Pop Promotion at RCA Records.



**Lee Chestnut**

**Lee Chestnut** exits **Power 99/Atlanta**, crossing the street to the music director chair at **Star 94**.

**Bruce Tenenbaum** and **Mark Gorlick** (from **Impact** and **Atco**, respectively), jump to **MCA!**

**Jennifer Wilde** is upped to M.D. at **KDON/Salinas-Monterey**.

**Mike Wall** is upped to Ops. Manager at **KJ103/Oklahoma City**.

**Kevin Moore** is named P.D. at **WZYQ/Frederick**.

**Gary Waldron** is named VP/GM/PD at **KUTQ(Q99.5)/Salt Lake City**.

**Sean Demery** upped to M.D. at **Power 99/Atlanta**.

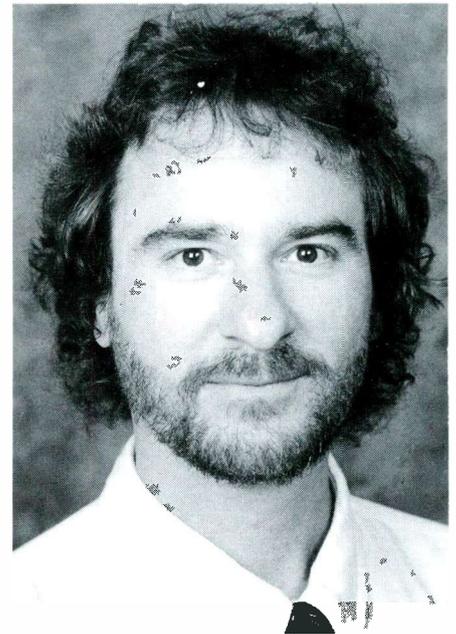
**Tom Gjerdrum** exits his O.M. position at **WZOK/Rockford** to become M.D. at **KOKQ/Omaha**.

**Ron Urban** joins **RCA Records** as Sr. VP/Operations.

**Kris Van Dyke** joins **WHHY/Montgomery** as M.D., from **WMMZ/Gainesville**.

## FEBRUARY

**Michael St. John** is named P.D. at **KHTK/St.Louis**.



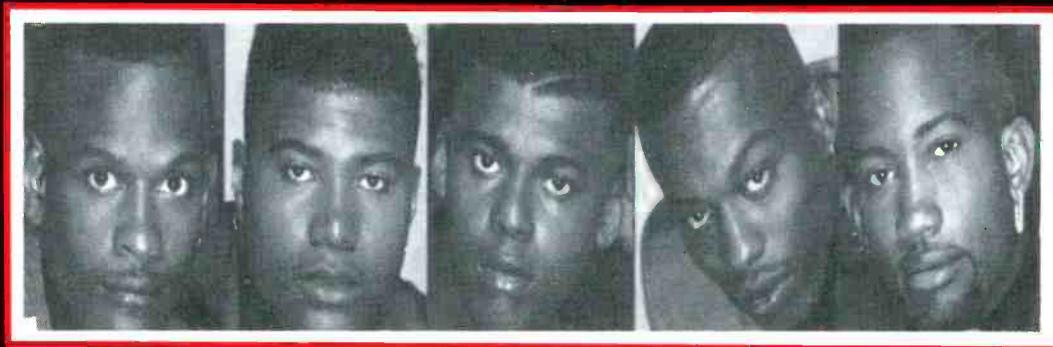
**Jeffrey Naumann**

**Jeffrey Naumann** is upped to VP/Radio Promotion at **Virgin**.

**Buddy Scott** named P.D. at **B94/Pittsburgh**.

**Dave Edwards** is upped to P.D. at **93Q/Syracuse**.

# CLASSIC EXAMPLE



## "It's Alright"

FMQB: 33-30\* R&R: 34-32\*

**NEW:** WZPL WKBQ WNNK WTCF U93-33 WFHT KYYY KROC

### MAJOR ACTION:

WHHH-7	WWHT-24	WKSS-28-25	Y97-12-7
POWER PIG - 9	Q99-28-25	FLY92-26-20	WZYQ-16-10
WXKS-11-10	HOT97.7-25	WSPK-30-26	KLYV-27-19
KBEQ-14-11	WWKX	WFMF-35-29	KTMT-30-24
KDWB-13-10	HOT102	KZMG-31-27	POWER92-39-35
Q106-15-10	WKSE-14-5(Hot)	KQMQ-24-21	WCGQ-36-32
Z90-15	KKXX-5-4	KC101-26-23	WKQB-D-28
KPLZ-22-19	POWER102-6-5	99.9KHI-36-31	KPXR-32-28
WMXP-26-23	WGTZ-14-11	98PXY-D-30	



# Grapevine ... '92 In Review

**Steve Bender** nabs the P.D. job at WBPR/Myrtle Beach, from cross town WYAV.

**Ted Green** named VP of Sony Music. He was VP/Administration & Operations at Atco Records.

**KC101/New Haven** is sold to Clear Channel for \$14 million.

**"Magic" Matt Alan** lands mornings at Q106/San Diego.

**Mark Ryan** is named morning co-host at KGGG/Rapid City, from KQKQ/Omaha.

**Terry Anzaldo** is promoted to National Director/West Coast Promotion and National Dance Radio Promotion for RCA.

**Kevin "Crash" Davis** is named M.D./P.M. drive jock at KTUX/Shreveport.

**Jack Alix** is upped from station manager to GM at KXXXR/Kansas City, as the station survives an LMA scare and changes dial position, moving to 107.3.

**Kevin Carroll** joins Atco/East West as VP/Promotion.

**Dale Connone** is named Associate Director/Pop Promotion for Charisma.

**Sean Phillips** nails the P.D. gig at WZOK/Rockford, from WTHT/Portland, ME. Replacing him in the P.D. chair at WTHT is **Hal Stevens**, who is promoted from M.D.

**WAVA/Washington** says goodbye as Salem Broadcasting prepares to take it religious. Lots of special guest jocks pull shifts on the last weekend, including **Bill Cahill**, **Eddie Haskell**, and **Lisa McKay**.

**Bill Tanner** is arrested again, this time on child pornography charges, after authorities viewed a video confiscated from his home during that December drug raid.

**Duane Cunningham** named National Director/Black Music Promotion at Epic.

**Melanie Mackert** segues to the M.D. position at KWNZ/Reno, from Hot 94.9/Salt Lake City. She's also newperson/sidekick on the morning show.

**Martha Steele** is named M.D. at KTRS/Casper.

**Steve Tipp** named VP/Contemporary Music, Director of Promotion for Warner Bros./Reprise Records.

**Ralphie Marino** nails the night shift at Q106/San Diego.

**Judy Libow** forms Libow Unlimited. The firm will specialize in promotion, artist development, and marketing.

**Frank Murphy** becomes morning show producer for Jay Thomas at Power 106/L.A., from WAVA/Washington.

**Danny Goldberg** joins Atlantic Records as Sr. VP.

**B104/Baltimore** goes AC.

**Phil Costello** is upped to Sr. Director of Promotion at Virgin.

**Jack Alix, KXXXR/Kansas City** General Manager, also assumes the title of Program Director. Music Director **Mike Kennedy** exits for crosstown KBEQ.

**KSOL/San Francisco** entertains Gavin Convention attendees by heading in a CHR direction as WILD 107.

**Don Ienner** spills to Grapevine that a new label will be formed in conjunction with Columbia records, featuring music that is... "Diverse, challenging, and chaotic."

**Geno Pearson** is upped to M.D. at KHMV/Houston.

**Tank Sherman** is named M.D. at Mix 96/Fayetteville.

**Randy Miller** to mornings at Q102/Cincinnati, from KBEQ/K.C.

**Glen Beck and Pat Grey** to mornings at KC101/New Haven, from B104/Baltimore.

**Kelly Fox** to mornings at KRNQ/Des Moines, from KSOL/San Francisco.

**Terry Stout** to middays at W P X R / D a v e n p o r t , from WWHT/Columbus.

**John Roberts**, formerly P.D. at B94, WIOQ, KEGE, and others, lands in the P.D. chair at classic rock WAFX/Norfolk.

**Dan Vallie and EZ Communications** part company after 12 years.

**Tom Gorman** leaves his VP/Promotion post at EMIRG.

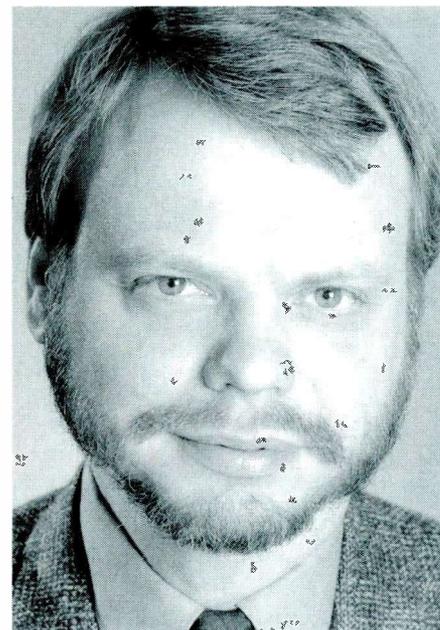
**Laura Kuntz** joins EMIRG as VP/AC and Adult Alternative Promotion.

**Larry Van Druff** joins Charisma for Baltimore/Washington promo duty.

**Chad Brueske** named M.D. at KCLD/St. Cloud.

**Ka Huna** named Ops. Manager at Bayou 104/Lake Charles.

## MARCH



**Andy Szulinski**

**Andy Szulinski** earns VP stripes at Mercury, as he's promoted to VP/Pop Field Promotion.

**WDFX/Detroit** is finally sold to the Bayard Fund of Denver. Former P.D. **Chuck Beck** is brought in to consult the station.

**Billy Cataldo** is upped to VP/Promotion at JRS Records.

**The Supreme Court** refuses to ban so-called "indecent" broadcasts, and allows the 10pm-6am "safe harbor" to exist, against the wishes of the Bush administration and Senator Jesse Helms.

**Bill Cahill** nails the P.D. gig at G105/Durham-Raleigh.

**Barry Richards and Terry Young** exit WJLQ/Pensacola, as the station flips to AC.

**Bob Lewis** is named P.D. at KWIN/Stockton, from KGGG/Sioux City. **Thorn EMI** purchases the Virgin Music Group.

**Lisa Tonacci** is named Program Director at WCKZ/Charlotte. Her husband **Mike Butts** also joins the station for mornings.

**WIKZ/Chambersburg** flips to AC.

**Bill Sheridan** lands afternoons at WMGS/Wilkes Barre-Scranton.

# Duran Duran "Ordinary World"

#1 MOST ADDED IN AMERICA!

WXKS	KWOD-18	93Q	WKRZ
KEGL	WENZ-34	WPST	WSTW
B97	WKBQ	WAPE-27	I95
99X-13(hot)	KOY-FM	FLY92	WQUT
Q105-20(hot)	KKRZ	WNNK	WABB-39
95QQ	KPLZ	KC101	Z104
KXXR-26	Q99	Y102	WRVQ-34



# Charles & Eddie "N.Y.C."

**NEW:**

POWER PIG	FLY92	KSND	KAKS
THE FOX	KZFM	KYRK	WIFC
HOT97.7	Z104	WCIL	KG95
WJMO	WVKS	WGTZ	

**ACTION:**

B97-28-26	WQGN-30-27	WHHY-D-29	KZZU-D-35
WBPR-35-27	KKMG-30-27	KC101-D-29	KKHT-D-31
K107-40-35	WBBO-24-20	WSTW-D-31	WAPE
WYYS-33-27	KBEQ-D-33	Y102-D-33	WLAN
WERZ-27-23	WTIC-FM-D-35	KJ103-D-34	Q99



# Portrait "Here We Go Again"

R&R Urban: 2\* Crossing Now!

**NEW:** KDWB WBBO KZMG WMXP WFMF  
KPSI WLAN WQUT KNOE FUN107 WRVQ  
WFHT WRCK KKSS

**MAJOR ACTION:**

WHHH-12-6(hot)	HOT97-19-10(hot)	KSOL-D-19	
KMEL-7-6	WHYT-13-12	Q106-D-23	KZFM-21-15
KTFM-10-8	WWHT-18-16	WJMO-25-21	WKSS-21-16
WPGC-11	KGGI-19-17	POWER PIG-27-24	WTIC-FM-25-18
POWER106-17-10	KBXX-17	PRO-FM-29-27	POWER102-26-20
KKFR-12-10	WWKX-23-20	WZOU	KCAQ-27-23
FM102-15-11(hot)	HOT102-D-21	92Q	WSPK-32-28
KS104-14-12(hot)	HOT97.7-21	KBEQ	WQXA-D-36

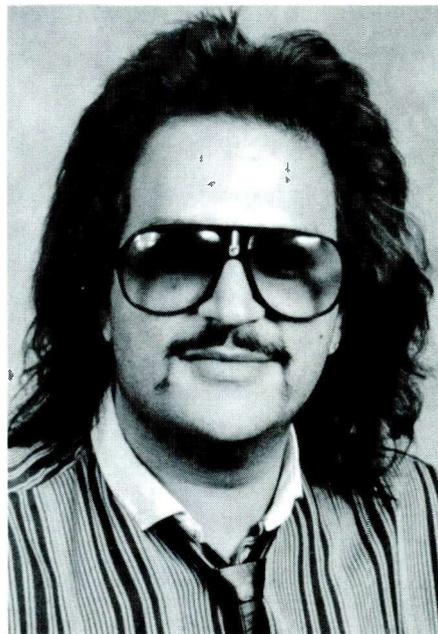


Capitol  
RECORDS

# Grapevine ... '92 In Review

**Kevin Koske** adds M.D. stripes at KKXX/Bakersfield.

**Bruce Springsteen** finally releases his long awaited albums.



**Albie Dee**

**Albie D. Day** is proclaimed in Washington D.C. by the mayor. The occasion was Albie's birthday, and an acknowledgement of all the great things he's done for the community.

**Brad Hunt** leaves his VP/GM post at Elektra.

**Lyndon Abell** is named P.D. at WPHR/Cleveland.

**Jeff Tyson** is promoted to Assistant Program Director at B94/Pittsburgh.

**Denise Lauren** is named Music Coordinator at Z104/Madison.

**Rick Roberts** becomes Music Director at WKSI/Greensboro.

**PolyGram** reports a 20% increase in sales, and a 25% increase in profit for 1991.

**Bo Weaver** takes mornings at KHTK/St. Louis, from Z104/Madison.

**David Bither** named Sr. VP/GM at Elektra.

**Jack Satter** is named Sr. VP/Pop Promotion at Jive Records. Fellow EMI alumni **Mark Kargol** also joins the label as Sr. Director/Pop Promo.

**Clancy Woods** is named Radio Group Manager for Nationwide Communications. He continues to serve as GM at KHMV/Houston.

**Neil Sullivan** nabs the P.D. gig at WKDD/Akron, arriving from WCOD/Cape Cod.

**Charlie Lake** joins Motown as VP/Promotion.

**Dan Kieley** is named Program Director at KGGG/Rapid City.

**Thomas Westfall** is appointed Associate Director/Alternative Commercial Promotions for RCA Records.

**Atco/EastWest Records Co-President Vince Faraci** becomes Executive Vice President at Third Stone Records.

**Bruce Flohr** is named Director/Artist Development at RCA.

**Hollywood Harrison** is named P.D. at Bayou 104/Lake Charles, departing the M.D. post at WFMF/Baton Rouge.

**Mark Driscoll** is named Creative Services Director at WEGX/Philly.

**Kandy Klutch** is named Music Director at WKSS/Hartford. She'll also handle the midday airshift on Kiss 95.7.

**Shadow B. Cruze** nabs Assistant Program Director/Middays at WFMF/Baton Rouge.

**Jim Shea** named President/Mid Atlantic Region for CRB Broadcasting.

**Madison Taylor** leaves her KKYK/Little Rock M.D. position for middays at KRBE/Houston.

**Kelly Michaels** named A.P.D. at Hot 102/Milwaukee.

**Steve Salhany** upped to Assistant P.D. at WTIC-FM/Hartford.

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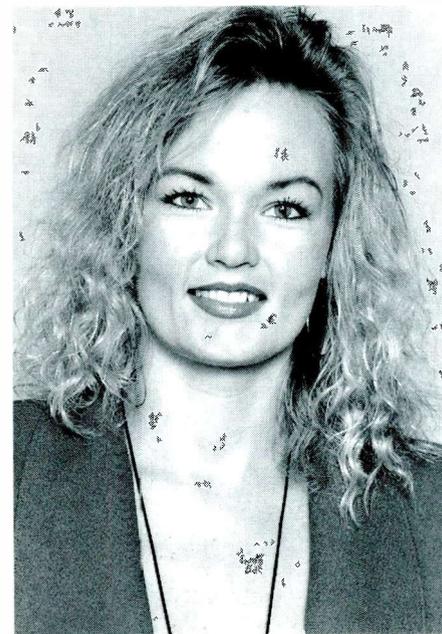
## APRIL

**Edens Communications** sells Q105/Tampa and Q94/Richmond to Clear Channel Communications.

**Dave Nicholas** lands the P.D. job at WRQK/Canton, leaving the M.D. position at WKDD/Akron.

**Jerry Lembo** promoted to VP/AC Promotion at Columbia Records.

**Brian Check** named Station Manager at WAEB AM and FM/Allentown.



**Valerie DeLong**

**Valerie DeLong** is named Sr. Director/CHR Promotion at Atco/East West. **Roger Smith** and **Denise George** are each named Director/CHR Promotion at the label.

**Danny Buch** promoted to the newly-created position of VP/Promotion for Atlantic Records.

**Bruce Bond** returns to WNNK/Harrisburg for afternoons, from WMIX/New Orleans.

**Human Numan** joins Z100/New York for middays, from WZOU/Boston.

**Bill Mitchell** rejoins WIFC/Wausau as A.P.D./M.D./Morning Host.

**Danny Wright** is right for nights at WAPE/Jacksonville.

**Ray Mariner** joins WCKZ/Charlotte for afternoons.

**Steve Lindell** joins the morning show at KKYK/Little Rock.

**WPFM/Panama City** returns to the air under P.D. Mike Bailey and M.D. Holly B.

**Andy Schuon** leaves the P.D. position at KROQ/L.A. to join MTV as VP/Promotion.

**David Lee Michaels** upped to P.D. at K92/Roanoke.

**Sam Milkman** named A.P.D. at Eagle 106/Philly.



**FMQB Modern Rock: 10\***

**NEW: KRBE-32 Q99 HOT97.7 FUN107 WQUT  
WTCF U93 KKSS WYAV KFFM**

**BREAKING AT:**

<b>KROQ</b>	<b>KISR</b>	<b>WAPE</b>	<b>WAPI</b>	<b>WZYQ</b>	<b>99.9KHI</b>
<b>WENZ</b>	<b>91X</b>	<b>WRVQ</b>	<b>Z104</b>	<b>WYKS</b>	<b>KFBQ</b>
<b>99X</b>	<b>KFRX</b>	<b>WPST</b>	<b>92Q</b>	<b>KQKQ</b>	<b>KZFM</b>
<b>KWOD</b>	<b>K106</b>	<b>G105</b>	<b>OK95</b>	<b>KPXR</b>	
<b>WIYY</b>	<b>WTCF</b>	<b>WFMF</b>	<b>WFHT</b>	<b>KEWB</b>	
<b>KOY</b>	<b>KMCK</b>	<b>KCHH</b>	<b>KJ103</b>	<b>WDBR</b>	
<b>KRQ</b>	<b>KMGZ</b>	<b>KQIZ</b>	<b>WDJX</b>	<b>KKBE</b>	
<b>LIVE105</b>	<b>KYRK</b>	<b>KSND</b>	<b>ZFUN106</b>	<b>KWNZ</b>	

# Grapevine ... '92 In Review

**Sean Roberts**, WGTZ/Dayton afternoon jock, adds M.D. responsibilities.

**Kim Ashley** lands middays at WPLJ/New York.

**Jennifer Jordan** nails the mid-afternoon shift at Power Pig/Tampa.

**Norm Tanner** named P.D. at WPFM/Panama City.

**Mark Capps** vacates the P.D. chair at KKRZ/Portland.

**Michael Scurlock** leaves I.R.S. as the label restructures.

**Jerry Clifton** signs a deal to consult WIOQ/Philadelphia.

**WAPE/Jacksonville** celebrates 34 years in the format.

**Madonna and Time Warner** form Maverick, a multi-media entertainment company, to be run by Madonna and **Freddy DeMann**.

**KHFI/Austin** LMA's crosstown CHR competitor **B93**, where the entire staff loses their jobs.

**Steve Winn** is named Director of Promotion and Product Management for London Records.

**Sandy Scott** arrives as M.D. at KCHX/Odessa-Midland.

**G. Michael Keating** returns to WQID/Biloxi as Assistant Program Director.

**Dave Hutcheson** joins WKSI/Greensboro for mornings.

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## MAY

**Chaos Records** is launched by Columbia, headed by Label Manager **Jim Cawley**.

**Ron Geslin** is appointed VP/Promotion for the new label.

**KIIS/L.A.** airs a 40 hour radiothon, stages a huge superstar benefit concert, and raises \$235,000 for the Pediatric AIDS Foundation.

**Joe Nasty** from 102Jamz/Orlando and **Billy Burke** from Power 95/Dallas join Z90/San Diego.

**Brian Patrick** named M.D. at G105/Raleigh.

**Sue O'Neil** gets the M.D. nod at WKDD/Akron.



**Ken Lane**

**Ken Lane** upped to VP/Promotion for EMI Records Group.

**Dave Van Stone** leaves the P.D. post at KS104/Denver to join Pollack Media Group as Director, Contemporary Formats.

**Ronnie June Dashev** is named Executive Vice President at Maverick.

The Los Angeles Police officers accused of beating **Rodney King** are found not guilty, and stations from coast to coast find themselves breaking format and opening the phones, letting their listeners sound off, and pleading for calm.

**Scott Stalker** named P.D. at KMGZ/Lawton.

**Don "Action" Jackson** gets the M.D. nod at WJMO/Cleveland.

**Capitol Records** turns 50, and launches a series of events to celebrate!

**WPHR/Cleveland** loses the Power 108 handle, changes calls to WENZ/107.9 "The End," and takes on an alternative flavor.

**Kevin Weatherly** exits Q106/San Diego to program KROQ/LA.

**Cadillac Jack (Eric Murphy)** from WAEB/Allentown joins as M.D./night jock.

**Geordie Gillespie** named National Director, Alternative/Dance Promotion at Chaos Recordings.

**Justin Fontaine** named National Promotion Director/West Coast for Chaos.

**David Linton** named VP/R&B Promotion at PLG.

**Trevor Carey** is upped to P.D. at KBOS/Fresno. **Kevin Murphy** is named M.D.

**G105/Raleigh** welcomes the Bob & Mike morning show, from KHFI/Austin.

**Sarah Haynes** named VP/Promotion at Relativity Records.

**Gerry Cagle** adds VP/Programming stripes at KWOD/Sacramento.



**Stacy Cantrell**

**Stacy Cantrell** is promoted to Program Director at KS104/Denver.

**Sean Ross** exits his Radio Editor post at *Billboard* for an A&R Manager position at Profile Records.

**Clive Davis** is named "Man of the Year" by the New York Friars Club.

**Evergreen Media** buys **KMEL/San Francisco** for \$44 million.

# Grapevine ... '92 In Review

**John Brown** appointed VP/Contemporary Music for Third Stone/Atlantic Records.

**Eddie Haskell** joins WKSE/Buffalo as Assistant P.D./afternoon jock. **Dave Universal** is upped to M.D.

**John Weis** adds A.P.D. stripes to his M.D. title at KRNQ/Des Moines.

**Bobbi Silver** is named Promotion Person of the Year at the Geffen Meetings.

**Bill Carroll** nabs Promotion Person of the Year honors at the PLG meetings.

**G.M. Ed Wodka** and **P.D. Joel Folger** exit KEGL/Dallas.

**Bill Pasha** takes the P.D. job at WHVE/Orlando.

**Mark Kargol** is appointed Sr. Director of West Coast Pop Promotion for Jive Records.

**Tim O'Brian** assumes the position of President of SRC (Sedonna Recording Company), which he founded.

**Tom Terrell** is upped to General Manager of Promotion for Gee Street Records.

**Elaine Locatelli** is promoted to National Director/AC Promotion for Columbia Records.

**Mike Sandoval** joins PolyGram/Island Music Inc. as VP/Creative.

**Ben Nygaard** is appointed VP/Marketing for SBK Records.

**Mark Milano** named National Promotion Director at Quality Records.

**Michelle Santosuosso** exits the M.D. position at Q106/San Diego to become National Director of Dance Music Promotion for RCA Records.

Many stations are operating without P.D.'s, including: KEGL/Dallas, Q106/San Diego, Z100/Portland, Y107/Nashville, and WQXA/York... but not for long!

**WEGX/Philly** is hit with a \$5000 fine by the FCC for airing a phone bit without permission.

**Sammy Simpson** joins K92/Roanoke for mornings.

**Alan Hoover** joins WMXF/Fayetteville as M.D./midday jock.

**Ryan Walker** is upped to Assistant P.D./M.D. at WVBS/Wilmington, NC.

**Steve McKay** adds M.D. duties to his P.D. title at WSBG/Stroudsburg.

**Charles Koppelman** receives the first Benjamin J. Cardozo Distinguished Achievement Award, and is honored at a banquet along with Former Soviet President Mikhail S. Gorbachev, who receives the Cardozo Democracy Award.

## JUNE

**Tom Cunningham** is promoted to Executive Editor, and **Neal Newman** is named Managing Editor at FMQB.

**Virgin Restructures**, **Phil Quartararo** is named President of Virgin and Charisma.

**Ken Benson** fills the P.D. job at KKRZ/Portland, leaving the P.D. position at KQKQ/Omaha.

**Karen Mason** appointed Director of Marketing for Atco/EastWest Records.

**Tommy Frank** named M.D./night jock at WNVZ/Norfolk.



**Brian Krysz**

**Brian Krysz** is named P.D. at KEGL/Dallas.

**Kip Taylor** named P.D. at WQXA/York.

**Billy Surf** named M.D. at WAEB/Allentown.

**Bubba The Love Sponge** registers his name and receives a federal trademark.

**Don Imus** inks a 5 year deal with WFAN/New York, reportedly worth \$3 million a year.

**Tom Gjerdrum** is upped to P.D. at KQKQ/Omaha.

**Pete Cosenza** is named P.D. at KC101/New Haven.

**David Novik** named Sr. VP/A&R for RCA Records.

**Keith Frye** promoted to VP/Field Promotions for Capitol Records.

**Michael Alago** rejoins Elektra as Director of A&R.

**Mike Easterlin** named P.D. at WAQQ/Charlotte.

**Roger Allen** is promoted to Operations Manager at KHFI/Austin.

**Tracy Austin** joins KHFI as A.P.D.

**Brian Kelly** named P.D. at Y108/Aurora.

**Keith Bansemer** adds A.P.D. duties at WDEK/DeKalb.

**Paul Kraimer** is named A.P.D./M.D. at WBHV/State College PA.

**Young & Elder** join I95/Birmingham for mornings, from Z103/Idaho Falls.

**Tracy Johnson** accepts the P.D. job at Q106/San Diego, leaving his consultant position at Alan Burns & Associates.

**Jonathan Coffino** is promoted to Sr. VP/Sales & Field Marketing for MCA Records.

**Alan Hoover** is upped to P.D. at WMXF/Fayetteville.

**Michael Steele** takes the A.P.D./night jock job at KQKQ/Omaha, from the M.D. position at KGGG/Rapid City.

**Kris Earl Phillips** nabs the P.D. job at Y107/Nashville, from the Research Director position at Z100/New York.

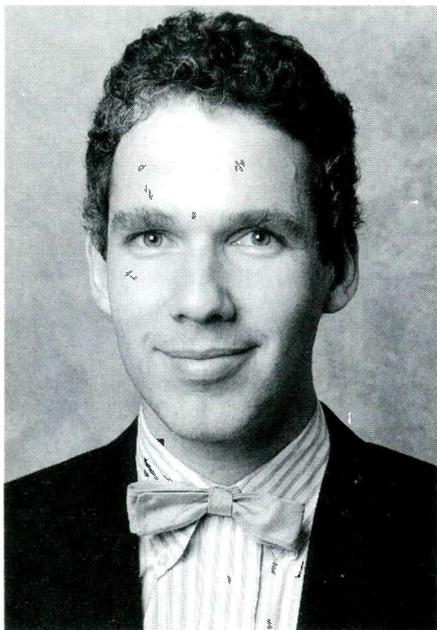
**Mike Browne** returns to WRFY/Reading as M.D./morning co-host.

**Lee Chestnut** is promoted to Program Director at Star 94/Atlanta.

**Tim Hyde** named Director of Alternative Promotion at Mercury Records.



# Grapevine ... '92 In Review



**Marc Ratner**

Marc Ratner receives the 1992 Andrew Heiskell Community Service Award, recognizing Time-Warner employees for their exceptional volunteer contributions to public service, equal opportunity, or human rights.

Michelle Shore is promoted to Alternative Promotion Director at Geffen Records.

Frank Murray is promoted to the post of Director/East Coast Crossover Promotion, Local New York, for Capitol Records.

Lionel Conway is named President of Maverick Music Publishing.

Liz Jordan is promoted to P.D. at WQGN/New London.

Alan Kabel joins B96/Chicago for nights.

Rick Sklar dies unexpectedly during minor foot surgery in New York. This man forgot more about radio programming than most of us will ever know.

## JULY

Joe Wissert joins Elektra Entertainment as Sr. VP/West Coast A&R.

Diane Gilmour is promoted to Sr. Director, National Press & Publicity at Atlantic Records.

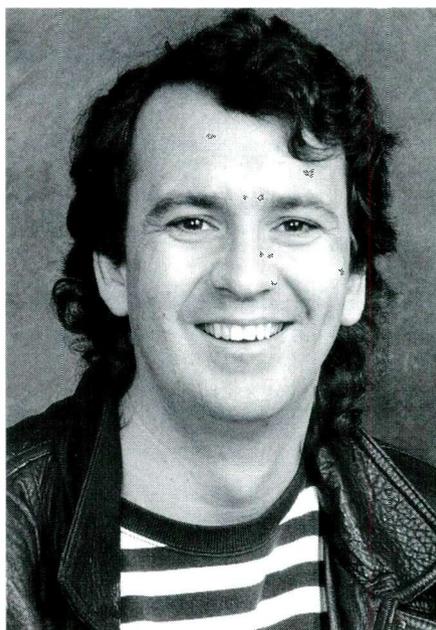
Kip Taylor named A.P.D./M.D. at KS104/Denver.

Hurricane blows into nights at WFMF/Baton Rouge, from B97/New Orleans.

Paul Page is named Music Director at KZ95/Jackson Hole.

Jeffrey Blalock is promoted to National Director/Pop Promotion for Capitol Records.

Oscar Merino is promoted to Manager/Dance Music Promotion, West Coast, at Columbia Records.



**Rick Upton**

Rick Upton takes the P.D. job at KHTK/St. Louis.

Gary St. Clair is appointed Director of A&R for SRC Records.

Keith Isley leaves Hot 105/Miami, as the station heads to an Adult Urban position.

Virgil Simms is named VP/Urban Promotion for Island Records.

Victor Lee is named National Director/Dance Promotion at Tommy Boy Records.

Kevin Peterson returns to KDWB/Minneapolis as M.D./midday personality.

Allen Price lands morning drive at KHFI/Austin.

Janet Dean returns to WKSE/Buffalo for middays, from Z100/New York.

Iris Dillon is named Sr. Director/Crossover Promotion at PLG.

John Christian is promoted to Program Director at Hot 97.7/San Jose.

Patrick Clifford returns to A&M Records as VP/A&R.

Bob Weil is promoted to National Top 40 Promotion Director for Reprise Records.

Rick Acker is named P.D. at KKXL/Grand Forks.

Sunny Joe White and Jerry McKenna exit WZOU/Boston.

Jeff Fenster is appointed VP/A&R for the Zomba Recording Corporation.

Domenique Leomporra is upped to Sr. Director/Media & Artist Relations at Capitol Records.

Candace Tobaben is named Director/A&R Administration for MCA Records.

Mike Bone joins the executive staff of DefAmerican Records.

Walter Winnick signs on for West Coast promo duty at Savage Records.

Bobby Novasad is promoted to P.D. at KSMB/Lafayette.

David Geffen receives the 1992 Commitment to Life Award from AIDS Project Los Angeles.

Harry Palmer resigns as President of Atco/EastWest Records.

Abbey Konowitch is named Vice President of Maverick Recording Company.

Marvin Robinson is promoted to VP/Black Music Division, Zoo Entertainment.

Carmen Cacciatore, former WZOU/Boston M.D., is named East Coast Manager/Dance-Crossover Department for RCA Records.

Mike Colby, in-house consultant at WZOU/Boston, takes the P.D. job.

Cat Sumner adds M.D. duties at 103CIR/Beckley.

# Grapevine ... '92 In Review

Duane Shannon is named M.D. at KFBQ/Cheyenne.

Jeff Webster joins WTIC-FM/Hartford for middays, from PRO-FM/Providence.

## AUGUST

The FCC approves the new rule allowing the ownership of up to 18 AM and 18 FM stations nationally, and as many as 2 AM and 2 FM stations in the same market... and the fun begins.

Frank Ceraolo is promoted to Director Dance/Crossover Promotion for Epic Records.

Joey Gates is upped to M.D. at WYYS/Ithaca.

Gary Craig is out after eleven years in mornings at WTIC-FM/Hartford.

Doug Gilmore joins WPGC/Washington for mornings.

Brian Corona joins Mercury Records for New York promo duty, from Charisma.

Kal Rudman's celebrity tennis tourney brings out the stars, and raises \$18,000 for handicapped children.

Tom Cunningham joins Reprise Records for Philly promo duty, from the Executive Editor position at FMQB.

Dave Hoeffel joins FMQB as National Radio Director, from the O.M. chair at WPST/Trenton.

Michelle Stevens is appointed P.D. at WPST/Trenton, from the A.P.D./M.D. position at the station.

Hale Milgrim adds the CEO title at Capitol Records.

Louis Kaplan is named P.D. at WGTZ/Dayton.

Gordon Anderson named VP/GM at Savage Records.

Jon Leshay is upped to Vice President Alternative/Video Promotion for Elektra Entertainment.

Gina Iorillo arrives at MCA Records as Sr. Director/National Promotion.

Randy Kabrich joins Alan Burns and Associates as a programming and marketing consultant.

Brian Bridgeman named M.D. at KIIS/L.A.

Ralph Wimmer announces that he will leave Z102/Savannah.

Eric Anderson is named M.D. at WZOU/Boston.

Eric Johnson, formerly P.D. at WAEB-FM/Allentown, is named P.D. of AC WKSZ/Philly.

Bo Reynolds arrives at KOY-FM/Phoenix for middays, from sister station Q105/Tampa.

Jeff Porcaro dies of a freak allergic reaction to a pesticide. The famed drummer was 38.

Elvis Duran named P.D. of B97/New Orleans. Brian Thomas is upped to O.M. of WEZB and new LMA partner WMXZ.

Jim Swindel is named President of Qwest Records.

Tom Gorman is named VP/Promotion for Imago Records.

Bob Schnieders and Eddie Gilreath are named to jointly head UNI Distribution's sales and marketing activities.

Brian Koppelman is appointed VP/A&R at EMIRG.

Stephen Prendergast joins Zoo Entertainment as National Director/Artist Development.

Nancy Brennan is upped to VP/A&R for SBK Records.

Paris Davis is appointed National Director/A&R, East Coast for Epic Records.

Ginger Greager is named Associate Director/Media & Artist Relations for Mercury Records.

Mike Justin is appointed National Promotion Manager for Jeff McClusky and Associates.

Marc Kaye takes his place as GM of KIIS/L.A.

Michael Scurlock joins Quality Records as VP/Promotion.

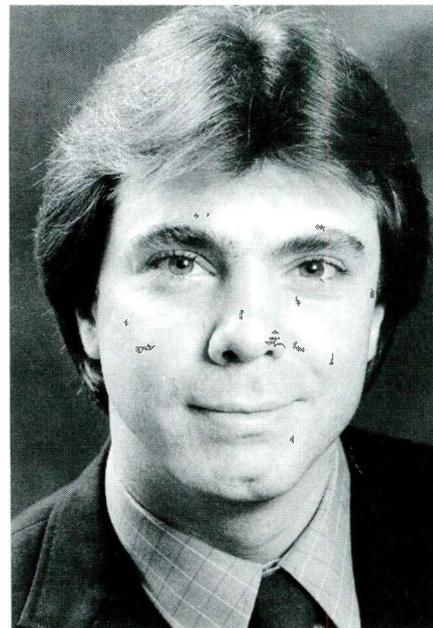
Mike Summers (a.k.a. Mike Elliott, Beaver Cleaver) arrives at WSTW/Wilmington, DE as P.D., from the A.P.D. post at WPNT/Chicago.

Steve Janas is named P.D. at 99KG/Salina.

FM 100/Memphis goes Hot AC.

Mike McGowan joins KC101/New Haven for M.D./afternoon drive duties.

Tank Sherman takes on A.P.D./afternoon jock duties at WYAV/Myrtle Beach.



Gerry DeFrancesco

Gerry DeFrancesco is promoted to President at Gannett Broadcasting, and

Mike Kennedy nails the P.D. gig at KBEQ/Kansas City.

Ged Doherty joins Epic Records as VP/International Marketing.

Howard Parr is named VP/Media & Artist Relations, West Coast for Mercury Records.

Alan Goodman named GM at Z100/New York.

Robert Elfman is upped to P.D. at KIXY/San Angelo.

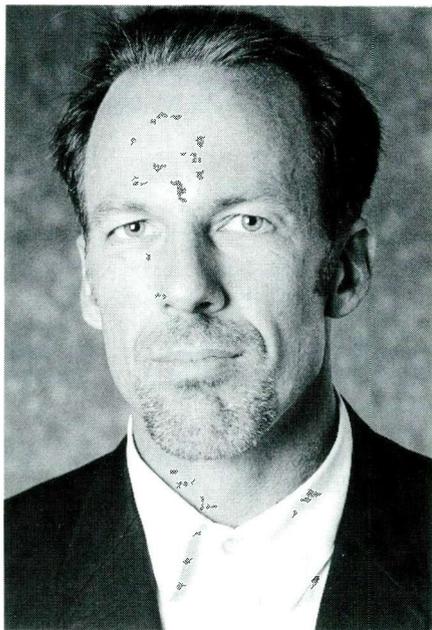
Jay Cook steps down as President of Gannett Broadcasting to return to the GM position at WDAE-WUSA/Tampa.

Steve Douglas is upped to M.D. at Y95/Phoenix.

Allen Pettit is promoted to Program Director at WOMP/Wheeling.

Alex Valentine joins WPST/Trenton as A.P.D./M.D., from WQXA/York.

# Grapevine ... '92 In Review



**Phil Costello**

**Phil Costello** is appointed VP/Promotion at Def American Records.

**James Baker** adds A.P.D. stripes to his M.D. title at KEWB/Redding.

Stations from coast to coast crank up relief efforts for the victims of Hurricane Andrew.

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## SEPTEMBER

**Tom Gorman** named VP/Promotion at Imago.

**Guy Zapoleon** leaves Nationwide to form his own consultancy. **Dave Van Stone** leaves Pollack Media Group to replace him in the KHMZ/Houston P.D. chair.

**Pyramid Broadcasting** and **Atlantic Radio** merge, creating mega-combos in Boston and Rochester.

**Richard Bauer** is named VP/Marketing, Catalog Development, and **Harry Weinger** is appointed Director/A&R, Catalog Development at PolyGram.

**Duff Marlowe** is named Senior Director/A&R for Chrysalis Records.

**Pete Ganbarg** upped to Director/A&R for SBK Records.

**Eric B.** is promoted to M.D. at WQXA/York.

**Al Coury**, Geffen Records GM and a 35 year industry vet, retires.

**Jim Elliott** joins Arista Records as VP/Pop Promotion.

**Harry Valentine** is named P.D. at WDFX/Detroit, as the station changes calls to WOWF.

**Rob Hogan** is named Music Director and Marketing Director at WWKX/Providence.



**Bill Bennett**

**Geffen and DGC merge.** **Bill Bennett** is named GM of the combined staff. **Steve Leavitt** and **George Cappellini** will head CHR promotion.

**Elvis Duran** leaves B97/New Orleans as the station's LMA falls through.

**Ron Gregory** is named National Director/CHR Promotion for Elektra Entertainment.

**Erik Bradley** joins KBEQ/Kansas City as A.P.D./M.D.

**Quincy McCoy** is appointed Operations Manager at KBXX/Houston.

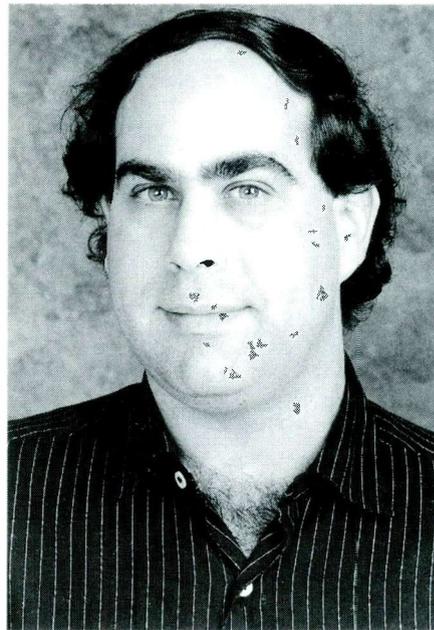
**Phil Kirn** is named M.D. at KGOT/Anchorage.

**Jeremy Todd** is promoted to M.D. at KPXR/Anchorage.

**Kevin Kollins** returns to KG95/Sioux City as P.D.

**Greg Fite** joins XL93/Grand Forks as M.D./night jock.

**WBBM-FM/Chicago** nails the Marconi Award for CHR Radio at the NAB convention.



**Michael Plen**

**Virgin and Charisma merge.** **Michael Plen** will oversee all promotion efforts for the combined label.

**Cliff Berkowitz** nails the P.D. post at KSOL/San Francisco. **Michael Martin** joins as M.D.

**Bill Collins** is named Regional Promotion Manager, and **Joan Scott** is appointed Director, National Urban Promotion at Zoo Entertainment.

**Sunny Joe White** surfaces as night jock at WVBF/Boston.

**Keith Isley** lands the P.D. position at Y100/Miami on Thursday 9/24, and is fired on Saturday 9/26.

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## OCTOBER

**Steve Perun** announces that he'll join Guy Zapoleon in his consultancy venture.

**Michael Scurlock** named VP Promotion at Quality Records.

**Rick Baby** segues from Hot 97/St. Louis to mornings at WIOQ/Philly.

# Grapevine ... '92 In Review

Tone E. Fly joins KDWB/Minneapolis for nights, as Bobby Wilde shifts to afternoons.

The Kozman (Kevin Koske) joins KOY-FM/Phoenix for nights, leaving the A.P.D./M.D. chair at KKXX/Bakersfield.



**Jimmy Steal**

Jimmy Steal nabs the Program Director job at Q102/Cincinnati.

Norm Tanner re-joins Z102/Savannah for mornings.

Howard Stern scores top morning numbers in New York and L.A.

Jeremy Hammond and Tom Corson are appointed Vice Presidents of the Artist Development department at Capitol Records.

Tom Sherman is named P.D. of KKBE/Salt Lake City, signing on the station as the markets fourth CHR.

Steve Elliott is appointed P.D. at KVMY/Phoenix.

Tommy Frank exits the M.D. chair at WNVZ/Norfolk.

John Kelly joins KTUX/Shreveport as A.P.D./afternoon jock.

Terry Jacobs is named P.D. at KQIX/Grand Junction.



**Bob Catania**

Bob Catania joins Elektra as VP/CHR Promotion.

Steve Rivers is upped to VP/Programming at Pyramid Broadcasting, after taking WXKS/Boston's ratings through the roof.

Rob Roberts is the new P.D. at Y100/Miami.

Lori Campbell is promoted to Promotions Director at B94/Pittsburgh. A.P.D./midday jock Jeff Tyson adds the M.D. title.

Bob West, P.D. of KGGI/Riverside, joins Jerry Clifton's New World Communications as a Program Consultant.

Jonathan Shapiro is upped to M.D. at WNVZ/Norfolk. Mike Lowery is named A.P.D.

John Wilson is named A.P.D. and Mike Rossi is upped to M.D. at WSTW/Wilmington, DE.

Bo Reynolds moves from middays to mornings at Y95/Phoenix, replacing Bruce Kelly who nabs wake-up duty at WBSB/Baltimore.

Tom Jackson is named Ops. Manager of WKZZ and LMA partner WKRR/Greensboro. M.D. Jeff McHugh is upped to A.P.D.

Norm Tanner is upped to Operations Manager at Z102/Savannah.

Terry Simmons is upped to P.D. at WPXR/Davenport.

Gary Cummings is promoted to O.M. at Z-Fun/Moscow, ID. Steve Heller earns P.D. stripes.

Bill Richards leaves the P.D. chair at KIIS/LA.

KHTK/St. Louis buys crosstown WKBQ, and blows out most of the staff.

Tommy Nappi is named National Manager, Dance/Crossover Promotion for Mercury Records.

Dave McKay joins Q105/Tampa for mornings, from WZPL/Indy.

Jeff Wyatt named P.D. at KIIS/LA.

Power 99/Atlanta becomes 99X.

Bill Tanner has the evidence in his sex/drug case thrown out by a judge. The state of Florida appeals the decision.

Dave Robbins is promoted to Group Program Manager for Nationwide Communications.

Tim Richards joins WVIC/Lansing for M.D./midday duties, from B96/Chicago.

Jonathan Dylan is promoted to Music Director at WPXR/Quad Cities.

"End Of The Road" by Boyz II Men tops the *Billboard* singles chart for twelve consecutive weeks, breaking Elvis Presley's record.

## NOVEMBER

Dallas gets a new CHR, as KHKS signs on under P.D. J.J. McKay.

Z100/New York debuts a nightly sex-talk show. The program is picked up by sister station Eagle 106/Philly three weeks later.

Bob Merlis is named Sr. VP/Director of Media Relations at Warner Brothers Records.

Ron Fair is appointed Sr. VP/A&R West Coast/Staff Producer for RCA Records.

Tank Sherman nails the Operations Manager job at WYAV/Myrtle Beach.

Ralph Wimmer is named P.D. at WZBQ/Tuscaloosa.

# Grapevine ... '92 In Review

**M.J. Kelli** lands at WOVV/West Palm Beach as A.P.D./morning host.



**Pat Martine**

**Pat Martine** is named National Director of Promotion for the Imago Recording Company.

**Chris Cross** is upped to M.D. at WVBS/Wilmington, N.C.

**J. Stevens** adds M.D. stripes at KCHX/Midland.

**Jerry McKenna** joins Columbia Records for national crossover promotion duties.

**Jim Cook**, P.D. of Jet-FM/Erie seemingly forever, resigns.

**John Coppola** joins CHAOS Recordings for National Top 40 Crossover Promotion duties.

**Rob Gordon** is promoted to Director/Artist Development at Capitol Records.

**Hank Bastian** signs a new CHR on in Central Pennsylvania, WQIC(Q100)/Lebanon.

**Barry Lyons** announces his departure from I.R.S. Records to join Chameleon Records.

"Fast" **Eddie Monson** is named P.D. at B95/Fresno.

**Chris Ryan** takes on M.D. responsibilities at KISX/Tyler.

**John Kelly** joins KTUX/Shreveport as A.P.D., and **Ayn Moore** is upped to M.D.

**Aaron W. Levy** is appointed Vice Chairman and COO of Elektra Entertainment.

**Karen Durkot** is named Def American Recordings' Northeast Regional Promotion and Marketing Manager.

**Sandy Zuniga** joins Mercury Records at Northeast Regional Promotion Manager.

**Fred Ordower** is appointed Executive VP/Live Entertainment, MCA Music Entertainment Group.

**Dallas Austin** forms Rowdy Records in conjunction with Arista Records.

**Dena Yasner** exits KKFR/Phoenix.

**Chris "Lear Jet" Leary** joins KIIS/L.A. for nights, from WTIC-FM/Hartford.

**Scott Alan** joins WAZY/Lafayette for M.D. and midday duties.

**Krazy Kid Stevenz**, night jock at B95/Fresno, nails the M.D. position there.

**Scott Greeley** is upped to P.D. at KGGG/Rapid City.

**Gina Iorillo** is promoted to VP/Rock Promotion for MCA Records.

**Hugh Surratt** is appointed Senior Director/Artist Development for RCA Records.

**Carolyn Robbins** is named Manager, Singles Sales Development, PolyGram Label Group.

**Domino** exits 99X/Atlanta, and heads west for a "kiss" in Dallas.

**Chris Cross** joins WRHT/Greenville as M.D./night jock.

**Michelle Kerrigan** is promoted to Senior Director/Marketing Services, and **Kim Green** is upped to Senior Copywriter/Creative Services at Sony Music.

## DECEMBER

**Andrea Newton** joins FMQB as Radio Research Specialist.

**Stephen Morris** is named President of Arbitron. Concurrently, the company announces plans to develop a new electronic measurement technology.

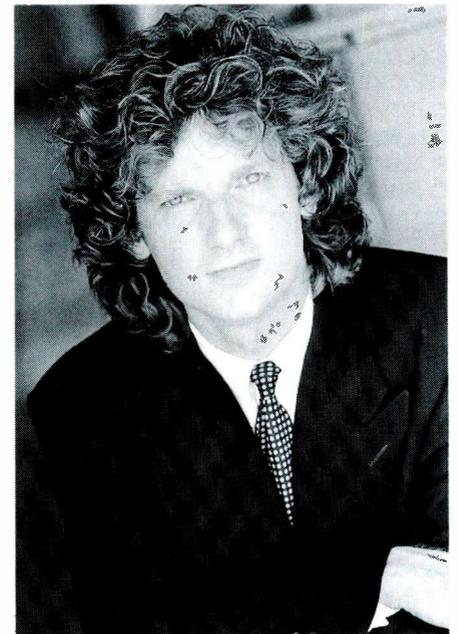
**Bud O'Shea** is appointed Sr. VP/Catalogue & New Business Development, CEMA Distribution.

**Bill O'Brian**, **Rob Hogan**, and others exit WWKX/Providence.

**Lisa Tonacci** and **Mike Butts** exit WCKZ/Charlotte.

**Chuck Field** is named Operations Manager at FM102/Sacramento.

**Dwayne Shannon** is upped to Operations Manager at KFBQ-KFBC/Cheyenne.



**Tom Sturges**

**Tom Sturges** is named President of the Chrysalis Music Group, USA.

**Brett Boal** is appointed Director, Special Projects, Sony Music Entertainment.

**Duane Oliver Taylor** joins EMIRG as National Director/R&B Publicity.

**MCA Records** announces a record-breaking year, with over \$300 million in U.S. sales.

**Helen Little** is named M.D. at 100.3 JAMZ/Dallas.

**Carey Edwards** is named M.D. and midday jock at KHFI/Austin.

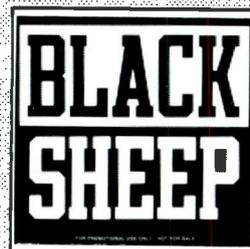
**Ashby Coleman** is named O.M. at K92/Roanoke.

# Street Beat

## S.I.N. TOP 50 CLUB PLAY OF 1992-PART I

ARTIST	TRACK	LABEL
AB LOGIC	The Hitman	Interscope/AG
ADEVA	Independent Woman	Capitol
ALTERN 8	Evapor-8/Infiltrate 202 EP	Virgin
ALY-US	Follow Me	Strictly Rhythm
APOTHEOSIS	O'Fortuna	Radikal
ARMY OF LOVERS	Crucified	Giant
ARRESTED DEVELOPMENT	Tennessee	Chrysalis/EMIRG
B.G. THE PRINCE OF RAP	Take Control Of The Party	Epic
BIZARRE INC.	I'm Gonna Get You	Vinyl Solution/Columbia
BLACK SHEEP	Strobelite Honey/The Choice Is Yours	Mercury
MARY J. BLIGE	You Remind Me	Uptown/MCA
BLUE PEARL	(Can You) Feel The Passion	Big Life/SBK
BOBBY BROWN	Humpin' Around	MCA
C&C MUSIC FACTORY	Keep It Comin'/Just A Touch Of Love	Columbia
CAMEO	Money	Reprise
CHIC	Chic Mystique	Warner Bros.
SHAWN CHRISTOPHER	Don't Lose The Magic	Arista
SUSAN CLARK	Deeper	ffrr/London
CLIVILLES & COLE	Pride (A Deeper Love)	Columbia
CLUBLAND P. ZEMYA HAMILTON	Hold On/Set Me Free/Hypnotized	Great Jones/Island
CORINA	Now That You're Gone	Cutting/Atco
COVER GIRLS	Wishing On A Star	Epic
CRYSTAL WATERS	Surprise	Mercury
THE DAOU	Surrender Yourself	Columbia
DAS EFX	They Want Efx	Atco/E.W./Atl. Grp.
TRACIE DAVES	We Can Make It	Relativity
DEE-LITE	Runaway	Elektra
CATHY DENNIS	You Lied To Me	Polydor
DEFINITION OF SOUND	Moira Jane's Cafe/What Are You Under	Cardiac/Virgin
DEGREES OF MOTTON	Do You Want It Right Now/Shine On	Esquire
CELINE DION	Love Can Move Mountains	Epic
DOUBLE YOU?	Please Don't Go	ZYX
EN VOGUE	My Lovin' (You're Never Gonna Get It)	Atco/E.W./At. Grp.
GYPSY MEN	Hear The Music	e Legal
HAPPY MONDAYS	Stinkin' Thinkin'	Elektra
HOUSE OF GYPSIES	Samba	Freeze
HOUSE OF PAIN	Jump Around	Tommy Boy
JAMES HOWARD	We Can Do It (Wake Up)	Emotive
INFORMATION SOCIETY	Peace & Love, Inc.	Tommy Boy
INNER CITY	Pennies From Heaven/Follow Your...	Virgin
MICHAEL JACKSON	Black/Closet/Jam/Remember...	Epic
JOMANDA	The True Meaning Of Love	Big Beat/Atl. Grp.
SHAY JONES	When Love Calls	ID
K-YZE	Sweat Dance	Warner Bros.
CHAKA KHAN	Love You All My Lifetime	Warner Bros.
KLF	Justified & Ancient	Arista
FRANKIE KNUCKLES	Rain Falls/Workout	Virgin
KRIS KROSS	Jump	Ruffhouse/Columbia
L.A. STYLE	James Brown Is Dead	Watta/Arista
ALISON LIMERICK	Make It On My Own	Arista
LORDS OF ACID	Take Control/Let's Get High	Caroline
LIL'LOUIS & THE WORLD	Club Lonely/Saved My Life	Epic

## CHARTBUSTERS



**BLACK SHEEP**  
(Mercury)



**C&C MUSIC FACTORY**  
(Columbia)



**MICHAEL JACKSON**  
(Epic)



**FRANKIE KNUCKLES**  
(Virgin)

The Street Information Network Top 50 Club Play chart is compiled from key club DJ's nationwide. S.I.N. Club DJ's report a weekly playlist of songs in rotation at their clubs. Rotation categories are Heavy (peak hour play every night), Medium (consistent weekly play with heavy rotation potential), Light (records that are being tested), and Recurrent (maximum potential reached but still receiving strong floor response). If you are interested in becoming a S.I.N. Club reporter, please call 212-956-2188. If you wish to subscribe to the S.I.N. newsletter please call 212-677-6770. Copyright 1992, Pellegrino Promotions Inc., "S.I.N." and "Street Information Network (R)" are trademarks of Pellegrino Promotions Inc., all rights reserved. For further information, call 212-956-2188 or fax 212-956-2632.

# Street Beat

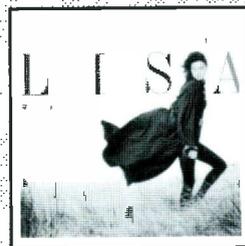
## S.I.N. TOP 50 CLUB PLAY OF 1992-PART II

ARTIST	TRACK	LABEL
MADONNA	Erotica	Maverick/Sire
MALAIKA	So Much Love	A&M
MASS ORDER	Lift Every Voice	Columbia
MK	Burning	Virgin
MOBY	Drop A Beat/Go (Remix)	Instinct
THE MOVEMENT	Jump	Sunshine/Arista
MR. FINGERS	Closer	MCA
N-JOI	Mindflux	RCA
NAUGHTY BY NATURE	Everything's Gonna Be Alright	Tommy Boy
OPUS III	It's A Fine Day	Atco/EastWest/AG
ROBERT OWENS	I'll Be Your Friend	RCA
CE CE PENISTON	We Got A Love Thang/Keep On Walkin'	A&M
THE PARTY	In My Dreams	Hollywood
PM DAWN	Paper Doll	Gee Street/Island
PRAISE	Easy Way Out	Giant
TITO PUENIE	Ran Kan Kan	Elektra
QUADROPHONIA	Schizophrenia	RCA
QUEEN LATIFAH	How Do I Love Thee	Tommy Boy
REEL 2 REAL	New Anthem (Funky Buddha)	Strictly Rhythm
REESE PROJECT	The Colour Of Love	Giant
RIGHT SAID FRED	I'm Too Sexy	Charisma
JULIET ROBERTS	Free Love	Warner Bros.
ROZALLA	Everybody's Free/Are You Ready To...	Epic
DONELL RUSH	Symphony	ID/RCA
SGH/MOCCASOUL	Losing You	Savage
SHAMEN	Love, Sex, Intelligence/Make It Mine	Epic
KYM SIMS	Take My Advice	Atco/EastWest/AG
SIR MIX-A-LOT	Baby Got Back	Def American
KATHY SLEDGE	Take Me Back To Love Again	Epic
SMARTIE'S	Sesame's Treat	Pyrotech/AG
SNAP	Rhythm Is A Dancer	Arista
S.O.U.L. S.Y.S.T.E.M.	It's Gonna Be A Lovely Day	Arista
SOUNDS OF BLACKNESS	Testify	Perspective/A&M
SOUP DRAGONS	Divine Thing	Mercury
ST. ETIENNE	Only Love Can.../Nothing Can Stop Us	Warner Bros.
LISA STANSFIELD	Set Your Love Free/Change	Arista
THE SUGARCUBES	Leash Called Love	Elektra
2 UNLIMITED	Twilight Zone	Radikal
T99	Nocturne	Columbia
TEN CITY	My Peace Of Heaven	Atco/EastWest/AG
TLC	Ain't 2 Proud 2 Beg	LaFace/Arista
LIDELL TOWNSELL & M.T.F.	Get With U/Nu Nu	Mercury
U2	Even Better Than The Real Thing	Island
ULTRA NATE	Rejoicing	Warner Bros.
URBANIZED	Helpless	Big Life/Mercury
UTAH SAINTS	Something Good	ffrr/London
LUTHER VANDROSS/J. JACKSON	The Best Things In Life Are Free	A&M
MARTHA WASH	Carry On	RCA
JODY WATLEY	I'm The One You Need	MCA
VANESSA WILLIAMS	Work To Do	Wing/Mercury
WRECKX-N-EFFECT	Rump Shaker	MCA

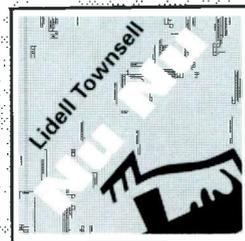
## CHARTBUSTERS



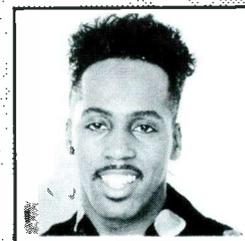
**CE CE PENISTON**  
(A&M)



**LISA STANSFIELD**  
(Arista)



**LIDELL TOWNSELL & M.T.F.**  
(Mercury)



**LIL' LOUIS & THE WORLD**  
(Epic)

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# HOUSE OF PAIN

"SHAMROCKS AND SHENANIGANS  
(BOOM SHALOCK LOCK BOOM)"



"Full-time *power* rotation! Researching *big* in both *sales* and *requests*!"

Hosh Gureli, APD/MD, KMEL, San Francisco

**KMEL-8-3(Hot)**

**Adds:** WILD107-25 HOT97.7 KSFM-29 KYRK-32 BOSS97-38  
WWHT-D-25 HOT97-29-26 KCAQ-17-13  
WIOQ-20 KBFM-25 Added & on WWKX 92Q

**19-11 S.I.N. Radio Mix Show! 43-30 Club!**

**6-4 Alternative! 15-7 Rhythm! Hot Shot Debut 39\* BB Club!**

**6 SoundScan 12"/Maxi Sales! 25\*-12\* BB Maxi Sales!**

# RuPAUL "SUPERMODEL"

**POWER96-Add KMEL-Add**

Video: **MTV Added To Active Rotation!**

Also Airing On **The Box! & BET!**

**31-23 S.I.N. Top 50 Club! 10-8 Underground!**

**38\*-30\* BB Club! 33\*-20\* BB Maxi Sales!**

# APACHE "GANGSTA BITCH"

**#4 Video On The BOX! 20-17 At WJMH**

**Sales Approaching 100,000!**

**38-19 SoundScan 12"/Maxi Sales! Hot Shot Debut 33\* BB Maxi Sales!**

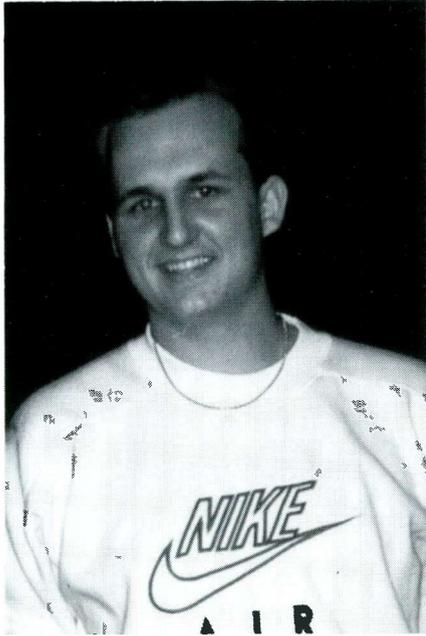
**TOMMY BOY WISHES EVERYONE HAPPY HOLIDAYS!**





# Street Beat

ERIK BRADLEY  
KBQE/KANSAS CITY



**BOY KRAZY** *That's What Love Can Do*...Happening major! This sounds sick on our station!...The new mixes of **JEREMY JORDAN's** *The Right Kind Of Love* were very well done. This song is going all the way here!...**TREY LORENZ** has another hit with *Photograph Of Many*. The whole first side of the album is gonna be big for radio!...On the Mainstream tip, keep an eye on **COLLIN RAYE's** *In This Life*. It's a Country song, but it also could be a Top 40 song!

**HAWK HARRISON**  
**POWER PIG/TAMPA**

**TOYS F/WENDY & LISA** *The Closing Of The Year*...A timely record that brings a little tear to my eyes....**ARRESTED DEVELOPMENT** *Mr. Wendal*...Knew him from childhood and the females just love him!...**GENESIS** *Never a Time*...Instant reaction! Huge

phones!...**LO-KEY?** *I Got A Thang 4 Ya!*...It's testing well with upper demo females. Check it out.

**KIP TAYLOR**  
**KS104/DENVER**

**TISHA CAMPBELL** *Push*...You might recognize her as Martin's girlfriend, from the hit TV show 'Martin'. She jams; this is a groove thing...**HEAVY D.** *Who's The Man*...If someone was going to sample Steve Miller and give it justice, 'the Heavster' could do it, and did!...**LOUIE LOUIE** *The Thought Of It*...The radio edit is typical funky 'Louie Louie' and the club mixes give it another life. They're both real cool...**STEREO MC'S** *Connected*...Listen to this more than a couple of times. It's too groovy to resist! One listen just won't do. It's at least an awesome club record that might cross over.

**BLAKE THUNDER**  
**WWHT/COLUMBUS**

**CLASSIC EXAMPLE** *It's Alright*...It's such a neat song! I really like it...**MADONNA** *Deeper and Deeper*...A good jam! This one sounds like she's getting back to her roots...**TONI BRAXTON** *Love Shoulda Brought You Home*...It's her first single. You would think that the beginning music sounds like Cinda Baker. I'm expecting great things...**MICHAEL JACKSON** *Heal The World*...We're running a version with special snip--it's of press coverage from Somalia. This one is great too!...**PORTRAIT** *Here We Go Again*...This one smokes! A fun jam.

**LARRY MARTINO**  
**KGGI/RIVERSIDE**

**WHITNEY HOUSTON** *I Will Always Love You*...#1 callout and passive mention; #2 requests and sales...**MARY**

**J. BLIGE** *Sweet Thing*...#4 callout, 2 passive and 4 request...**WRECKX-N-EFFECT** *Rump Shaker*...#3 passive, #1 request and sales...**BOYZ II MEN** *End Of The Road*...#5 callout, 4 passive, 3 request and Top 15 sales...**MARY J. BLIGE** *Real Love*...#2 callout, 5 passive, and Top 10 sales.

**JOHN CANDELERIA**  
**KPRR/EL PASO**

**PORTRAIT** *Here We Go Again*...The record sales and phones are proving that it's solid...**AZ-1** *Trust In Me*...The 'homies' are down with the new **LSOB...JADE** *Don't Walk Away*...Starting to pop up! A good uptempo record that goes. You can get away with it all day...One record that has crossover potential is...**SOUND FACTORY** *Understand This Groove*...**ALPHA TEAM** *Go Speed Go*...This one's really hot on the 'Mix Tip'.

**ERIK B.**  
**WQXA/YORK**

**TISHA** *Push*...Nice strong female Dance jam. Great crossover potential...**MC SEARCH** *Back To The Grill*...Doin' his normal thang! Very infectious. I love the Chubbsters cameo with the rap...**THE BOOGERMAN** *The Boogerman*...Instant phones! Will be an instant reaction record...**MARY J. BLIGE** *Sweet Thing*...How much hotter can she get?...**YOUNG DISCIPLES** *Apparently Nothing*...Good crossover potential. Clubs should have a great time with this, if vinyl is available.

**STREET BEAT** is compiled by Joe Gurecki and Andrea Newton.

Give Your Listeners A Present For The Holidays!

# Chaka Demus & Pliers

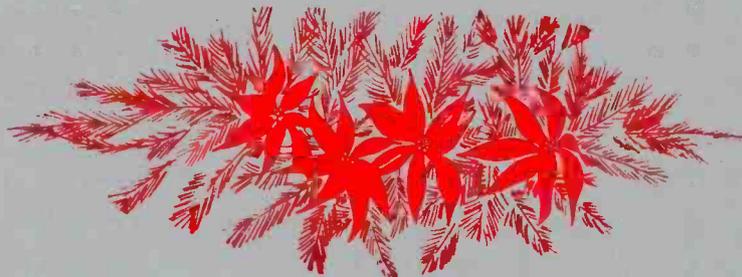
“Murder She Wrote”

New York/HOT97-29-18

**ADDED AT...**

Philadelphia - **WIOQ** Washington, D.C. - **WPGC** Houston - **KBXX**

VIDEO Top 10 National Requests at **The Box!**  
*Yule Be Sorry If You Miss It!*



*Happy Holidays*

*From All Your Friends*

*At 4th & B'Way/Island*

*And Associated Labels.*



# On The Beat

## THE NEW YEAR'S HOT EARLY LINEUP

In this, the final edition of ON THE BEAT for this year, we have gathered tremendous amounts of information from the various labels for at least the start of '93. To kick things off, Street Source checked in with Mercury's Tommy Nappi (winner of this year's Beef Jerky Of The Year Award). First off, Sandy B. Feel Like Singing will be going out via S.I.N. in 12" form. These 12"s will include the mixes from David Morales which we've been talking about for weeks. The single will also go out to the record pools, in limited shipment, this week. Coming early in the new year, Dougie Dee Do You Wanna Ride, which Nappi says to look out for, 'cause it'll be hot. There is already a nice vibe in the east on the Young Disciples Apparently Nothing with Kalina/Q102 and Albie Dee/WPGC already into the record. The cd pro ships to radio next week, so you'll be able to hear what the buzz is about. Also coming from Mercury in the new year, Jaz B. Latin Check Your System and, now listen up, a brand new Tony Toni Tone album set for release in mid to late January.

By now, you must have seen the spread on Cutting Records artist Jammy in last week's Street Scenes. Hot 97/New York is already on the single, Walk Away, reporting it at #30 this week. In addition to Hot 97's airplay, Jammy is also in the mix with the stations Jeff Romanowski, and Francisco Iemmello, Felix Sama/Power96 (Miami), Charles Chavez/KPRR (El Paso), Fresh G/Hot102 (Milwaukee), Tony Morris/Boss97 (Atlantic City) and John Hohman/WMXP (Pittsburgh). Be on the watch for the Concept of One album with the lead single from Brenda K. Starr So In Love. This album is set to ship in late January. And finally from Cutting, David 'The Baron' Sanchez tells the Street Source to watch for Arlene Read Between The Lines to ship the 2nd week of January. You should look for this single as well, since the buzz is already growing.



RuPAUL rules (or at least stands above) KMEL's Harold Austin, Hosh Gureli MD and Tommy Boy's Director of Dance Promotion Victor Lee during her tour in San Francisco.

Over at Tommy Boy, Victor Lee checks in this week, after a great trip to the west coast, completely pumped on the drag queen/artist RuPAUL. You know by now that KMEL/San Francisco is already reporting the single, and Power 96/Miami's adding Supermodel this week. MTV also moved the video into active rotation. Now word is that 3rd Floor (the team of KMEL's DJ Digit and KSOL's D.J. EFX) is remixing the record, and the mixes will be available the first week of January. Here's the latest on the RuPAUL performance tour. Last weekend she was in Dallas and San Antonio, she will be in D.C. this weekend, where, by the way, Tower Records is reporting heavy sales. RuPAUL will also be on Club U.S.A. December 31st to bring in the new year. FLASH!! Victor Lee also tips the new Naughty By Nature album 19 Naughty III (catchy heh?!). The lead single will be Hip Hop Horay, and look for the promo album to hit radio in the first week of January, with a street date of January 19th. Rumor has it that there will be a H-U-G-E campaign with MTV as well! Sounds like the bat will be swinging with hits on this album.

new Jesus Jones album Perverse, with the lead single Devil You Know. Alternative Radio will receive the single January 4th, and we look for the success to start there, initially! As mentioned last week, Baltimora Tarzan Boy will be the first track from the upcoming T.M.N.T. III soundtrack, set for release in February. The Wendy Moten Come In Out Of The Rain has been getting good early response and Trienis sez radio will get this out for January 25th. Now to Tasmin Archer and her single Sleeping Satellites which was the #1 Pop (not club) record in the U.K. for 3 consecutive weeks. There is an album to back the single, and the label staff is pumped to work this project. Watch for the commercial release of Tyrell Corporation One Day set for early mid-January. The Roger S. mixes which we told you about over a month ago will ship for December 21st, from sister U.K. label, COOLTEMPO.

Was that The Boogerman's The Boogerman we heard on Q102/Philly this week? Must have been, cause nothing else sounds quite like it! Also, check out what WQXA/York's Erik B. had to say about the record in the Street Beat this week. Hey Bruce, guess

Well, we do have some radio news to report this week. Arrested Development Mr. Wendal grabbed another 30 Adds at radio with majors like Power Pig/Tampa, WKSS/Hartford, and WMXP/Pittsburgh jumping with the "Brotherman". In other EMIRG news John Trienis says there's a

**#1 R&B Single  
Exploding Pop!**

**NEW:**

KUBE-Add  
WHYT-Add  
WHHH-Add

KDON-Add  
B95-Add  
BOSS97-Add-39

**ACTION:**

92Q-D-17  
KMEL-17-13  
WIOQ-16  
WPGC-21-18

FM102-25-21  
POWER102-D-35  
HOT97.7  
KTFM

**Top 40 Single Sales  
In Over 30 Markets!**

**SINGLE SALES OVER 100,000!**

**Chuckii**

Booker

Scores with

**"Games"**

off the album

**NiCE  
n  
WILD**

**#1 R&B RECORD (R&R+BILLBOARD)**

**SALES APPROACHING 200,000**

**CROSSING BIG POP**

Produced by Chuckii Booker for Big Dog Productions  
Management: Raymond A. Shields II for Black Dog Management



**THE ATLANTIC GROUP**

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you guys over at Profile can really 'Pick' them, huh? Well, Toss Up from N2Deep will be the next single. KKFR/Phoenix is already reporting this (26-24) and it's getting spins in markets like Sacramento, Denver, Seattle, San Jose and Fresno. Reiner wants all of you to know that official Add date is January 11th. And finally, look for something new from RUN DMC in the new year, details later.

VCR Alert! Here's something you do not want to miss this weekend, December 18th and 19th. Prince will be on ABC at 11:30 p.m. The first night will be a look into the making of the new Prince album. Saturday night will be a Prince and friends special with President-Elect Bill Clinton expected to show up, sax in hands for an old-fashioned jam with the N.P.G. And, in time to spread holiday cheer throughout, the opening of Trespass (the movie) on December 23rd is sure to generate a 'good will' message. Check out the soundtrack with the first single Trespass from Ice-T and Ice Cube, along with the rest of the cast from the soundtrack, including Public Enemy, Black Sheep and AMG.



Hangin' at the MTV studio are Bobby Brown and Chuckii Booker while Chuckii was interviewed by guest host Bobby Brown on Fade To Black.

Things are picking up for Atlantic's Chuckii Booker Games which got 6 more Adds this week from majors the WHYT/Detroit, KUBE/Seattle, and WHHH/Indianapolis. KMEL moves it (17-13), and WPGC checks in with a

(21-18) move. The label's Joey Carvello (winner of the Cheerleader Of The Year Award) is serious about the potential of Games, and says "We will deliver this record." Here's some more news on Felix f/Jomanda Don't You Want Me. We all know it's a big club record, (24-12) on the S.I.N. Club Chart, and that it's doing well in the mix at radio, (25-20) on the S.I.N. Mix Show Chart, but did you know WPGC added the record this week?! And, was that Felix we heard on Q102/Philly? Here's an update on Around The Way, the album it's being mastered now and is set for release to radio in late February. Mick Jagger (yeah--Mick Jagger) has a new single in the wings, Sweet Thing. The 12" should be, ready in mid-January, with, get this--MIXES!! Watch for this, it's a must-listen! Over at Big Beat, you're reminded about the Kiki More More More record which will have mixes from the Baker Boyz. In the immortal words of Interscope's Billy Brill, the mixes are done so well that "Even Carvello can dance to it!"

Speaking of Billy Brill, he called into Street Source H.Q. to talk a little about AB Logic Get Up (Move Boy Move) and what it's doing at radio. 14 Adds this week, and Get Up is now on 39 reporting stations. New this week are WWKX/Providence, KCAQ/Oxnard and Boss 97. AB Logic is also cooking in the clubs, where it goes (26-19) on the S.I.N. Club Chart, and in the mix at radio, where it moves (20-16) on the S.I.N. Mix Chart. Billy also tells us to watch out for Dr. Dre The G Thing which the always quotable Brill says "Will be big." Billy, now our interest has been peaked!

It was the place to be on Monday night December 14th...The Pellegrino Entertainment and S.I.N. 2nd Annual Pizza Party at San Leone's. The party truly linked the big names in the street music industry with top label honchos. On the label end, PLG's Joe Riccitelli and Iris Dillon; Mercury's David Leach (sporting the beard) and the staff of Don Coddington and Tommy Nappi; Virgin's John Boulos, our Label Executive Of The Year (remember, BOULOS was the only figure to have an

edition of ON THE BEAT dedicated to him) and Peter Albertelli; Tommy Boy's, Tom Silverman, Mike Becce and Monica Lynch, Atco/East West's Kevin Carroll, Manny Bella and Val DeLong; EMIRG's Daniel Glass and Ken Lane; RCA's Butch Waugh, Skip Bishop, Geary Tanner, Michelle Santossuosso and Carmen Cacciatore, Epic's Frank Ceraolo, Michele Levan and Liz; Island's Andy Allen; Columbia's Jerry Blair, Jerry McKenna and Jerry Lembo, Aldo Marin and company, Profile's Bruce Reiner, and the Carvello family of Joey (Atlantic), and Dorothy (RCA). Representing some of the biggest names in mixing and producing were Shep Pettibone, David Morales, Frankie Knuckles, John Robinson, Tommy Musto, Masters At Work, Todd Terry, Tony Humphries, Danny Tenaglia, MK, and Kevin Saunderson. Artists like Neneh Cherry, Stereo MC's, Cathy Dennis and Smarte's also showed up for their respective piece of pie along with Hot 97's Joel 'Maid Of Honor' Salkowitz, Kevin McCabe and Tracy. We'd like to pay special attention to 2 Floridians who drove all the way up the coast to attend the party, David Padilla DJ/Warsaw Ballroom, and Gordon Chin, Retailer/Uncle Sam's. Guess they have shitty pizza in Florida. Looking at the line-up of 'heavies in attendance', one can only assume that this is a preview of what's to come for the S.I.N. Spring Summit! Look for a photo spread on our First week back. Hope we didn't miss any names but hey, we can't name all 150 mentionables in attendance.

## THE STREET SOURCE

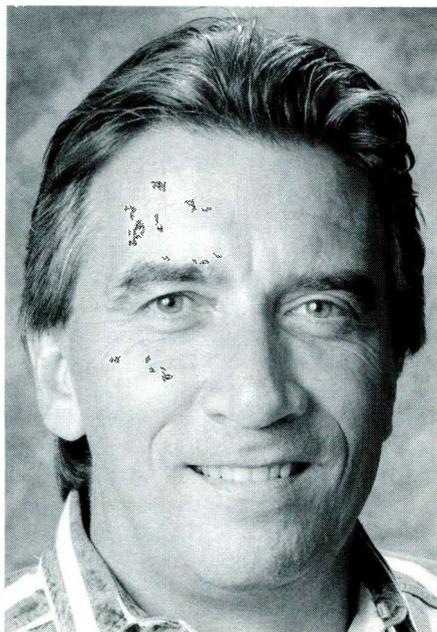
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On location at Brooklyn's Prospect Park Boathouse are RCA's Martha Wash and Director Marcus Nispel (Portfolio Productions) working on the video for Give It To You. Rumor has it this video is steamy.

# Grapevine

## CAGLE LEAVES KWOD



Gerry Cagle

Gerry Cagle, KWOD/Sacramento Station Manager and programming veteran, has resigned to pursue a full-time writing career. He'll relocate to L.A.

## WPGC HIRES A SIMPSON

Bart? Homer? No... Donnie! Longtime WKYS/Washington morning host Donnie Simpson will join crosstown CHR WPGC for wake-up duties, as he signs the dotted line on a six year contract that will reportedly pay him seven figures annually! Look for Simpson to start his new job in March, after he sits out a 90 day non-compete.

This move should bolster WPGC's already huge ratings. The station continues to lead the market 12+ by a wide margin, almost three shares ahead of Country WMZQ. WPGC should also be able to improve their adult demos with Simpson, who has dominated the 25-54 demo during his 15 years at WKYS.

## ARBITRENDS

We know many P.D.'s who asked Santa for a good trend for Christmas. Let's see how the jolly old elf delivered!

Washington: WPGC 8.2-9.1, solidly #1 12+; WRQX 4.9-4.7. Dallas: KHKS 3.6-3.2, but of course, it's too early to tell; KEGL 2.6-2.8. St. Louis: WKBQ 4.2-3.9. Baltimore: WERQ 4.3-4.3. Pittsburgh: WBZZ 5.8-5.2; WMXP 3.4-3.2. Cleveland: WJMO 3.6-3.1; WENZ 2.5-2.5. Houston: KHMN 4.9-5.4; KBXX 5.4-5.1; KRBE 4.2-4.2. Minneapolis: KDWB 6.5-6.9. Cincinnati: WKRC 6.1-5.8. Tampa: WFLZ 5.7-5.4; WRBQ 3.9-4.1. Buffalo: WKSE 7.0-6.8. Miami: WPOW 5.2-5.3; WHYI 4.1-4.1. Seattle: KUBE 6.5-6.4; KPLZ 4.4-4.3. Denver: KQKS 5.0-5.2; KRRY 2.9-2.5. Atlanta: WAPW/WNNX 4.5-4.9; WSTR 3.6-3.3. Milwaukee: WLUM 5.2-5.0. Kansas City: KBEQ 3.5-3.4; KXXX 1.4-1.1. Columbus: WNCI 8.1-7.4; WWHT 3.1-3.4. Indianapolis: WZPL 7.8-7.6; WHHH 5.2-4.9. West Palm Beach: WOVV 4.1-3.9. Phoenix: KKFR 4.5-3.9; KVRZ 4.4-3.7; KOY-FM 3.6-3.4. Portland: KKRZ 7.9-8.4; KXYQ 2.6-2.9. Sacramento: KSFM 6.7-7.2; KWOD 2.3-2.3. New Orleans: WEZB 6.9-7.7. Nashville: WYHY 7.3-6.0. Oklahoma City: KJYO 12.1-11.5. Rochester: WPXY 9.1-8.8. Dayton: WGTZ 7.7-6.5. Albany: WFLY 9.1-8.7. Charlotte: WCKZ 3.5-3.8. Salt Lake City: KISN 5.1-5.2; KUTQ 4.7-4.7. San Antonio: KTFM 7.8-8.2.

## SYNDICATED WESTCOTT?

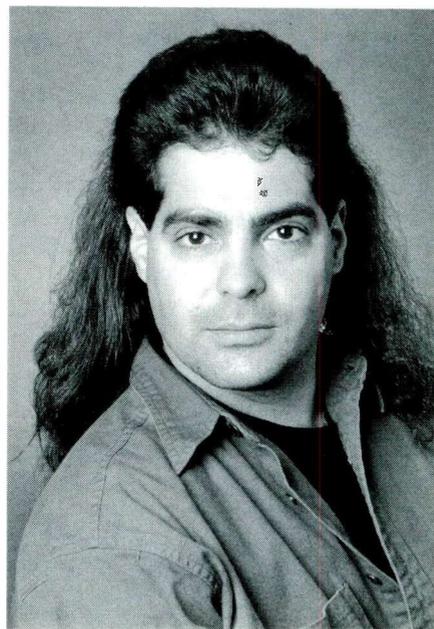
Recently, we told you that Al Westcott, the guy who rolled tape on Howard Stern, and filed the FCC complaint that resulted in the record-breaking fine, had started his own radio career in the sales department of KRRI-FM/Las Vegas. It didn't take Westcott long to find his way to a microphone. "Al Westcott Speaks Out," is a 60 to 90 second syndicated feature that will be made available to any station that wants it, free of charge. KRRI Partner-Manager Art Kevin commented, "Al's voice deserves to be heard. Al is not a mental narrow bandwidth intent on destroying free speech. Quite the opposite!" The shows deal with subjects such as: "Radio Ratings;" "Media, Morals, and Money;" and "Your Freedom of Speech: Use It."

Westcott won't have the ACLU on his side. Ramona Ripston, executive director of the ACLU of Southern California, has announced the filing of a brief protesting the FCC civil forfeiture action against Howard Stern and KLSX/L.A. The ACLU

will also release a letter to the Clinton transition team demanding that the FCC be directed away from censorship actions pertaining to public decency.

## POWERS PROMOTED

Jim Powers has been promoted to the position of Production Coordinator at Arista Records. The announcement was made by Milton Sincoff, Sr. Vice President, Production & Manufacturing, who stated, "Jim has proven to be a dedicated, hard-working, sincere member of the Production Department, and this promotion is most deserved."



Jim Powers

Powers added, "My two years working with Milton Sincoff and the production department have been most challenging and rewarding. I look forward to a future of continued success at Arista."

Previously, Powers was an administrative assistant for the Production Department. He'll now be involved with all aspects of pre- and post-production.

## IN THE END ZONE ALL THE DIRT THAT FITS

Grapevine has been hearing lots of strange rumors this week regarding new country

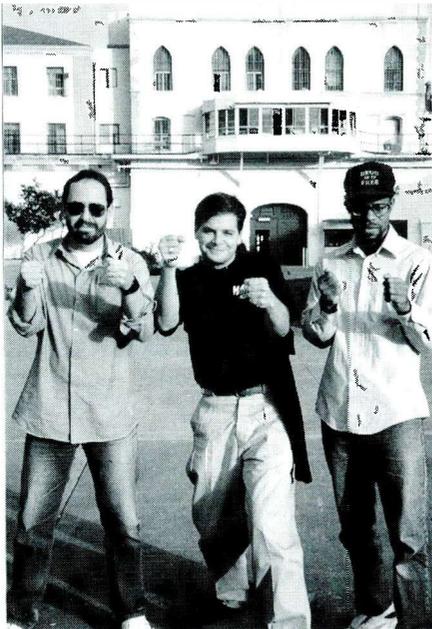
stations in Tampa and Phoenix. Sources say that these stations could very well occupy dial positions that currently contain CHR stations. We sincerely hope not! Enough already!! The most recent CHR to Country conversion is **KSND/Eugene**. Look for the flip to happen around the first of the year.

There are also rumors that a hard-rocking/low-end "Blaze"-type AOR may go on an FM in New York City.

A couple of CHR P.D.'s decided to take a walk on the mild side this week. **Chris Bailey** exits the P.D. chair at **WNVZ(Z104)/Norfolk** to program **AC WWMX/Baltimore**. And **WEZB(B97)/New Orleans O.M./P.D.** **Brian Thomas** is the new P.D. at **WVRI/Orlando**.

At **WVIC/Lansing**, the new morning show producer is **Eric Gebo**, formerly with **KRQ/Tucson** and **B96/Chicago**.

**Hank Bastian** needs service at his new CHR in Central PA. Please send goodies to Q100, Rt. 72 North, Lebanon, PA., 17042.



**KSOL's Mancow Muller (c) poses with two convicted murderers.**

**KSOL(Wild 107)/San Francisco** morning man **Mancow Muller** put a new twist on the "Stop the Violence" campaign, as he did his show live from San Quentin prison. He interviewed lifers, murderers, and drug dealers, drawing attention to how violent our society has become. He also observed one second of silence for every murder that occurred in the Bay Area this year, resulting in over eight minutes of dead air! **KSOL**

received thousands of letters of support. The station had to re-broadcast the show due to popular demand. Many schools had students listen to the show in class. Many kids dropped out of gangs after hearing the program. Some even turned their guns in to police! Other listeners drove around with their lights on in remembrance of those who had been slain.

"**CounterAid**," a four hour event that featured artists and musicians working behind the counters of New York City's favorite music stores, raised over \$25,000 for **LIFEbeat**, the music industry organization formed to fight AIDS. The stars peddled t-shirts, buttons, posters, autographs, and even kisses to raise money for the cause. In addition, volunteers from the record labels, ranging from top executives to mail room employees, roamed the stores with collection buckets, gathering donations from patrons.

**LIFEbeat** executives were thrilled with the results. Executive Director **Tim Rosta** commented, "We are delighted with the outpouring of the entire music business to help with our effort. This event will serve as a wonderful building block for future **LIFEbeat** events."

The **CounterAid** concept in the U.S. came from an event staged in Australia by the **AIDS Trust** for the past three years, raising a total of \$500,000. Some of the artists who participated in the New York event included **Crystal Waters**, **Desmond Child**, **Ian Jench** of **EMF**, **Mick Jones** of **Foreigner**, **Martha Wash**, **MC Search**, **Meatloaf**, **Prince Markie D.**, **Robyn Hitchcock**, **Rhythm Syndicate**, **Sebastian Bach** and **Snake** from **Skid Row**, **S.O.U.L.S.Y.S.T.E.M.**, **Naughty By Nature**, and **Ya Kid K**.

**LaFace Records** is making a donation of over \$35,000 in clothing, toys, and food gift certificates to the **Hands On Atlanta** organization, to help needy families residing in housing projects in Atlanta. **LaFace** Co-Presidents **Antonio "L.A." Reid** and **Kenneth "Babyface" Edmonds** will present the donation. **LaFace** artists **TLC** and **Toni Braxton** will perform and sign autographs for over 900 children and their parents who live in the projects. Additional contributions have come from **Eddie Murphy**, **Whitney Houston**, producer **Dallas Austin**, **After 7**, **Arista Records**, **Rowdy Records**, **Sony Music**, and **Tabu Records**.

The **State of New Jersey**, along with the **Sony Music/PACE Partnership**, have announced plans to build a \$12 million, 25,000 seat amphitheater on the Camden N.J. waterfront, next to the **New Jersey State Aquarium**. The center, which will be located mere minutes from **FMQB Headquarters**, is expected to sponsor at least 40 concerts a year. This is another step forward in the plan to revitalize Camden. Construction should be completed in mid 1994. We can't wait!

From the "Does Anybody Really Still Care" department: The FCC voted yesterday to take comments on selecting the **Motorola C-Quam** system as the U.S. standard for AM stereo. The NAB's reaction? This should have been done ten years ago. With the advent of in-band digital broadcasting, this is probably a moot point anyway. To make matters worse, **Grapevine** has had the privilege of hearing the **Kahn AM** stereo system, and we can unequivocally state that it sounds much better than C-Quam. The Clinton transition team is currently taking a good hard look at the FCC. Hopefully, a wake-up call is coming.

And finally, **Grapevine** would like to take this opportunity to wish all of our readers a happy holiday season! Thanks to all of you who have contributed to this column in '92. Our resolution for '93: To continue to bring you the information that you need in a clear, concise, straight-forward manner.



*Happy Holidays!*

**Grapevine** is written and compiled by **Dave Hoeffel** and **Neal Newman**. Phone 609-424-7080. Fax 609-424-3881.



In udder news this week, **WZYP/Athens, AL.**, morning co-host **Karen Foster** milks this promotional opportunity for all it's worth, and finishes third in a local cow milking contest.

# Question Of The Week

What would you like Santa to bring you for Christmas?

## EAST



Pete Cosenza/ KC101

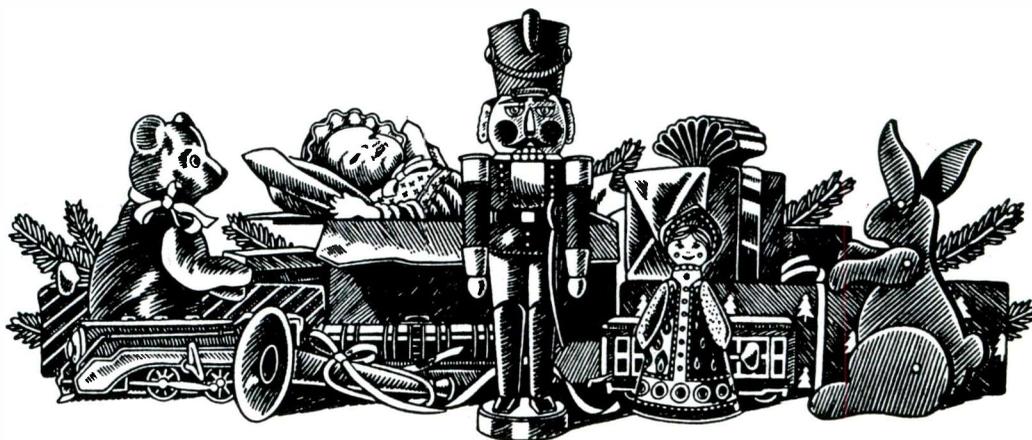
**PETE COSENZA/ KC102 P.D.:** A number one ratings book.  
**RICH HAWKINS/ WMXP P.D.:** A vacation.  
**PETE MICHAELS/ WLAN M.D.:** Rest and the good ratings that we've worked hard to attain all year.  
**LARRY HUGHES/ 95XIL P.D.:** A good spring book.  
**BEN HAMILTON/ WXXX P.D.:** A complete Ernie Anderson sweepers package.  
**AARON COLLINS/ WQKX M.D.:** A radio station.  
**JIM LAWSON/ WVIC P.D.:** A 20 share!  
**HANK BASTIAN/ WQIC P.D.:** Bring me something nice for the family of the owners I work for.  
**SCOTT SHAW/ WNNK M.D.:** McCartney tickets for the unplugged show.

**DAVE COOPER/ WWFX P.D.:** A 100 million dollar winning lottery ticket.  
**JAY BEAU JONES/ WKSS P.D.:** A repeat of the summer book.  
**STEVE McKAY/ WSBG M.D.:** Plenty of cash and high ratings.  
**ALEX VALENTINE/ WPST Asst. P.D./M.D.:** Peace in Yugoslavia, my home country. Also the 6-10 pm shift at B96/Chicago so I could be with my family for Christmas.  
**MIKE PRESTON/ WPLJ Asst. P.D./M.D.:** A 4 share.  
**MIKE ROSSI/ WSTW M.D.:** Eagles playoff tickets.  
**GUY BROUILLARD/ CKOI M.D.:** Apart from a bundle of money, two tickets for a week long trip to the islands.  
**MICHELLE STEVENS/ WPST P.D.:** New equipment, like a 4 track. Also, more hours in the day.  
**DAVE McCALL/ WPRR P.D.:** A Smith & Wesson model #6906 9mm pistol.  
**DAVE UNIVERSAL/ WKSE M.D.:** A Buffalo Bills win over San Francisco in Superbowl XXVII.

**WALLY McCARTHY/ WYYS M.D.:** Bigger feet.  
**NEIL SHARPE/ JET-FM P.D./M.D.:** A new radio station building.  
**MIKE MORGAN/ FLY92 P.D.:** A 20 share.  
**CAT SUMMER/ 103CIR M.D.:** Peace on Earth and good will to all men.  
**GLENN KALINA/ WIOQ M.D.:** A 6.5 and peace in the world.  
**LIZ JORDAN/ WQGN P.D./M.D.:** A major market gig.  
**JOE HOVANSKI/ 103CIR P.D.:** My own personal golf course.  
**TOM MORGAN/ WQKX P.D.:** More money, like bags and bags of it.  
**TED MATHEWS/ 98.3 WESA P.D.:** Have you seen that Cindy Crawford commercial...?  
**ERIK B./ WQXA M.D.:** Just the hits and not the adds.  
**BILLY SURF/ WAEB M.D.:** Santa should bring me mo' money.

## SOUTH

**LARRY D./ XL106.7 M.D.:** A home computer.  
**BILLY SANTIAGO/ KBFM P.D.:** Give my brother a job.





# Question Of The Week

**DR. DAVE ALLEN/ Z102 M.D.:** Every girl who has been a Playboy centerfold over the last ten years.

**RUFUS HURT/ WQUT P.D.:** Another year of good health.

**BILL McCOWN/ WMMZ P.D.:** Lots of success in '93.

**RANDY RICCI/ KISX P.D.:** 25-49 females!

**CLAYTON ALLEN/ KCHX P.D.:** The check to pay my Visa bill for my new computer.

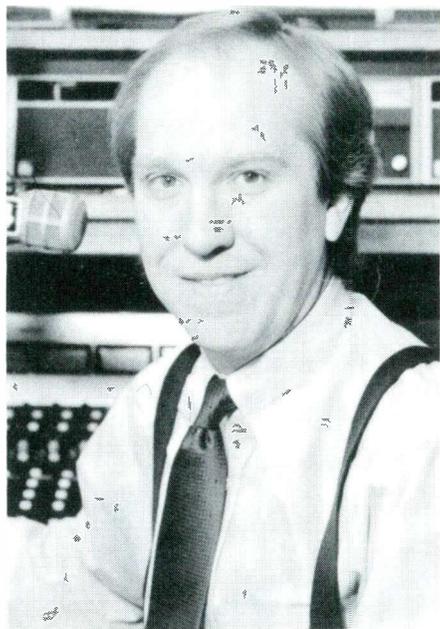
**RICK "BIG DOG" HAYES/ KTFM P.D.:** Every 25-54 person in the metro area, to appease the great "Sales God."

**JOHN KILGO/ WBPR M.D.:** A big fat raise.

**RANDY SHERWYN/ WXKB M.D.:** The cessation of animal abuse.

**RALPH WIMMER/ WZBQ P.D.:** A 2 week vacation in the Bahamas and all of the golf I can play.

**LESLIE FRAM/ WNNX Asst. P.D.:** World peace and Mel Gibson in his birthday suit.



**Steve Davis/ WRVQ**

**STEVE DAVIS/ WRVQ P.D.:** Continued health, happiness and a 10 share.

**BILL CAHILL/ WDCG P.D.:** A decent ratings service.



**JAY TAYLOR/ WRBQ P.D.:** A prosperous '93.

**TINA SIMONET/ KZFM Asst. P.D.:** I want that six digit gig.

**TOM POLEMAN/ KRBE Asst. P.D.:** A new morning show.

**DUSTY HAYES/ WABB P.D.:** Continued health and prosperity for my family.

**J.J. McKAY/ KNIN P.D./M.D.:** Three easy steps to come up with what Arbitron comes up with.

**ROBERTA VARELA/ KPRR P.D./M.D.:** Mucho dance records.

**CHRIS RYAN/ KISX M.D.:** Good ratings.

**STEVE SPILLMAN/ WZKX P.D.:** The only thing I can think of is a little more pay in my paycheck.

**TANK SHERMAN/ WYAV O.M.:** I would really like to have #1 ratings 12+, and an unlimited budget.

**JOHN KELLY/ KTUX Asst. P.D.:** A winning ticket in the Texas or Louisiana lotteries.

**HOLLYWOOD HARRISON/ BAYOU104 P.D./M.D.:** Some ratings for sure and some good Top 40 radio hits.

**GERONIMO/ WABB M.D.:** How about a big bag of Christmas cash - tax free.

**FLASH PHILLIPS/ KWTX M.D.:** New and more core artists for CHR.

**RIC AUSTIN/ WFHT M.D.:** The 6 winning lotto #'s, and consistent good music.

**ROBERT ELFMAN/ KIXY P.D.:** A new night guy, and maybe a Sega-CD system and a catalog of games.

## MIDWEST

**SCOTT STALKER/ KMGZ P.D.:** A one hundred million jiggawatt transmitter.

**TONY WAITEKUS/ WCIL P.D.:** The winning lottery ticket.

**ERIC MURPHY/ WENZ M.D.:** A guaranteed great gig for the rest of my life.

**CHRIS DIDIER/ WMEE P.D.:** Doubled ratings.

**RICK MICHAELS/ WENZ ASST. P.D.:** Cindy Crawford naked.

**BEN JAMMIN'/ KXXR M.D.:** A check to pay off all of my Christmas bills.

**JIM STACY/ WAZY P.D.:** Golf toys.

**SCOTT ROBBINS/ WBNQ P.D.:** 20 diaryholders.

**TOMMY BISHOP/ KZIO M.D.:** Cindy Crawford.

**DAVE MICHAELS/ KGGG M.D.:** A brand new Pirate T-shirt, or a job with Scott Shannon.

**BURKE ALLEN/ WVSR M.D.:** My very first P.D. gig in '93.

**DAVE ALLAN/ WJMX M.D.:** Peace on Earth.

**NATHAN CRUISE/ KKMG M.D.:** Cindy Crawford naked except for a red bow and bells.

# Question Of The Week



Jimmy Steal/ Q102

**JIMMY STEAL/ WKRQ P.D.:** A wish for continued health and happiness for all of our friends in the business.

**KEVIN PETERSON/ KDWB M.D.:** About 3 more shares.

**JAMES BAKER/ KEWB M.D.:** Two chocolate microphones, a warm lady by my side, and a fun-filled year full of happiness in '93.

**DAVE NICHOLAS/ WRQK P.D./M.D.:** A cure for cancer or AIDS would be nice. Maybe making smoking not harmful.

**RICK ACKER/ KKXL P.D.:** A warming trend or two tickets to Hawaii.

**MICHAEL STEELE/ KQKQ M.D.:** A GM with a job offer for Dan Kieley so that I could be the fifth P.D. at the radio station this year.

**ROB MORRIS/ WWHT P.D./M.D.:** A big rating trend.

**BILL KLAPROTH/ WTBX P.D.:** A new morning show.

**JACKIE JOHNSON/ WBIZ Asst. P.D./M.D.:** I'm still waiting for last year's gift...tall, dark and handsome with a nice big package.

**BOB BECK/ KYYY P.D./M.D.:** A Country job and a warm climate.

**TOM COLT/ KCMQ M.D.:** Howard Stern's paycheck by mistake.

**LISA CROCKER/ WDBR M.D.:** More money and maybe a new couch.

**PAT McMAHON/ KDMX P.D.:** For Steve Knoll's wish to come true.

**SCOTT LAUGHLIN/ WBNQ M.D.:** His list of naughty girls.

**J.J. MORGAN/ KKSS M.D.:** Cheryl Pollack of 'The Heights' wrapped in a great red ribbon. Also a programming position.

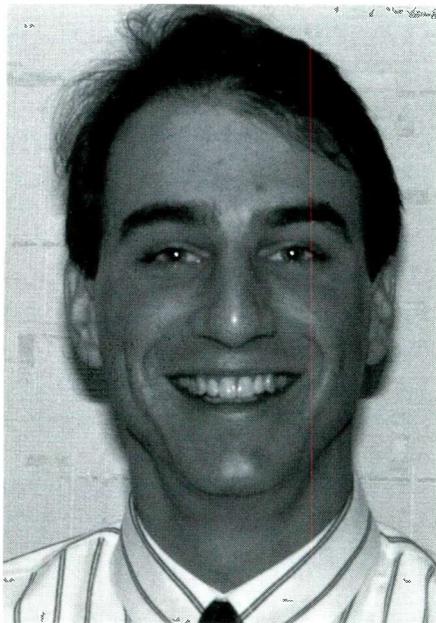
**STEVE KNOLL/ KDMX M.D.:** A 5.0 share in the Fall book.

**RICK UPTON/ WKBQ P.D.:** Toys!

**HOSH GURELI/ KMEL M.D.:** A digital compact cassette player.

**KIM MATTHEWS/ KKRZ M.D.:** I would want a husband.

**TOM SHERMAN/ KKBE P.D./M.D.:** A 10 share.



John Dimick/ KISN

**JOHN DIMICK/ KISN P.D.:** A 10 share and John Marks' head on a platter.

**ROGER SCOTT/ KRQ M.D.:** More serious hit records.

**MARK MURPHY/ KGOT P.D.:** A bigger chunk of coal!

## WEST

**JON ZELLNER/ KVRV M.D.:** Coyote Country.

**MIKE KASPER/ KZMG P.D.:** Tori Wells.

**DUANE SHANNON/ KFBQ P.D.:** Sunshine (and maybe a side of beef)!

**STEVE HELLER/ ZFUN P.D.:** A couple of weekends off.

**MICHELLE MERCER/ KPWR M.D.:** A 486 computer.

**RAY KALUSA/ KWNX P.D.:** Another number one book, and more uptempo records.

**R. CHARLES SNYDER/ KTMT P.D./M.D.:** A 1964 Aston Martin DB with all of the James Bond modifications.

**KIP TAYLOR/ KS104 Asst. P.D./M.D.:** I would like him to bring me a house; if not, I would like him to fix the stereo in my car.



# RADIO BUSINESS REPORT™

Voice of the Radio Broadcasting Industry

## MEDIA MOVING FROM BEAT UP TO UPBEAT; COEN PREDICTS 7% TOTAL AD GROWTH IN 1993

The ad-based media can look forward to economic recovery in 1993. That's *RBR*'s take on last week's opening sessions at the 20th annual *PaineWebber* media conference held in NYC.

### ADVERTISING OVERALL:

Coen said total US advertising will grow 6.9% next year, to \$141.2 billion; the first time since 1987 that ad growth will significantly outpace the economy's growth. That 6.9% is also better than the 4.5% growth he believes 1992 will show once all the accounting is done. Perriss said North American advertising (including Canada) would show a slight decline in 1993 of -0.2%, better than the -2.2% Perriss said will be the final result for 1992.

### COEN'S MEDIA-SPECIFIC PREDICTIONS:

Total local advertising could move up 7.2% next year, according to Coen. Local broadcast media (TV and radio) could be up 7.8% next year, second only in performance to newspapers, he said.

Total national broadcast media could be up 5.7% next year; the lowest rate when compared to his numbers for national print (+6.8%), direct mail (+7.5%) and "other national" (+6.5%).

An encouraging note for radio is that the medium's growth should pace ahead of TV's rate in 1993, although cable TV growth will continue to outstrip both TV and radio next year.

### BROADCASTING:

CBS Senior VP, Planning & Research David Poltrack is predicting network revenue to be flat-to-up 2% next year for the Big Three, after the networks register better-than-expected 7-8% growth in 1992. Local TV broadcasters are still hampered by skyrocketing programming costs, according to *ABRY Communications*'s Managing Director Andrew Banks. Radio operators take note: Banks made his own prediction that national TV advertising would grow 3-5% next year but said the usual 60% national/40% local split would move toward a 50/50 split as TV stations concentrate more on local sales.

On the TV-duopoly front, attorney Richard J. Bodroff, a partner at *Wiley, Rein &*

*Fielding*, felt FCC action on the issue wouldn't come before mid-1993. No predictions were made about whether the Commission would go with a station cap of 20 or 24 (and a restriction to reaching 35% of the US TV audience) or an 18-station cap (with a tighter 30% audience cap.) the fin-syn issue isn't expected to be decided until well into next year, if then.

### NEWSPAPERS:

The *Newspaper Advertising Association*'s latest prediction is that newspapers will finish 1992 up a slim 0.7%. *Knight-Ridder* VP, Marketing Jerry Tilis predicted next year's revenue growth at 3.5-4.5%. While Tilis said that he doesn't see a robust rebound, he also didn't have a long list of "bad breaks" his medium might suffer from next year; at least not the way he saw bad breaks at this point last year.

Radio operators, take note: Newspapers are hot on the prospects of "voice personals" and "electronic classifieds," two natural extensions of their business that could help the medium preserve its classified-ad franchise. Tilis said his company intends to give the technology KRI developed for "electronic classifieds" to the industry in the next few weeks. KRI's *Miami Herald* has been experimenting with automotive electronic classifieds at its Miami paper. While not a profit center yet, Tilis said, as targeted marketing, it could potentially double or triple CPMs (cost-per-thousand) realized.

### MAGAZINES:

Magazines will get the best share in the advertising recovery because the medium has a stable, growing readership. Weekly magazines have suffered the most and as the recovery takes hold, consumer magazines will grow faster than the still-suffering business weeklies. *New York Times Co.* Sr. VP Michael Golden said it is becoming more difficult to make revenue predictions even one month ahead: No specific advertising categories have driven the gains or losses magazines have felt.

### CABLE:

New uses for cable technology, rather than the medium's growth rates, were the main focus at this session. NBC consultant Michael Wheeler presented the network's plans to launch NBC Desktop News, an "interactive" news network that would allow TV audiences to receive customized news reports via a cable-personal computer connection. NBC is working in conjunction

with IBM and a DC-area firm, *NuMedia*, that holds a patent on some of the technology that makes Desktop News possible.

Cable-radio provider Digital Music Express (DMX, a part of *International Cablecasting Technologies*) plans to expand its music-only programming to 60 channels in early 1993. According to ICT Chairman Jerold Rubenstein, cable radio is being well received by cable operators and subscribers around the country. DMX's only direct cable-radio competitor is *Digital Cable Radio* (DCR), which is owned 50% by *General Instrument* and 50% by several major cable operators. Another player, *Digital Planet*, dropped out of the running earlier this year.

### SENATOR D'AMATO DEFENDS HOWARD STERN, CALLS FCC ACTIONS "UN-AMERICAN"

New York Sen. Alfonse D'Amato has rushed to the defense of *Infinity Broadcasting* personality Howard Stern, who, not coincidentally, has become one of New York State's most visible—and lucrative—exports. In a letter to FCC Chairman Al Sikes, D'Amato called on the FCC to "reject narrow-minded calls for punitive actions against Mr. Stern, stand up for common sense and preserve our Constitutionally-guaranteed freedoms."

D'Amato says the fines stem from "political pressure from narrow interest groups." The Democratic Senator added, "Government action to limit free speech, whether in response to the religiously motivated right, or the politically correct left, is un-American."

"The fines proposed by the FCC are designed to muzzle Stern, and that is censorship, plain and simple," said D'Amato.

A recent AP story quoted FCC Commissioner James Quello talking of fines in the \$900,000 range against Stern. Stern's Los Angeles affiliate, Greater Media's KLSX-FM, recently was hit with a record \$105,000 indecency fine. The \$900,000, presumably, would be the total amount if similar fines were levied against the remaining nine stations which carry Stern's program.

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# One To One

## TALENT TIPS

"Bad Habits"

--by Jay Trachman

The likelihood is, no one ever told us to say these things; they're just the way we've programmed ourselves from listening to other radio performers during our formative years. They're the cliches we use and the passe forms we follow which have little or no meaning to the listener. They get in the way of efficient **One to One** communication. Here are a few of my favorite examples:

**Speaking in the plural.** If you're really talking to one person, as I believe you should be, it makes no sense to say, "We'll take your contest calls later in this hour." when what you really mean is, "I'll take your call..." This habit is so ingrained, sometimes even after I've trained a jock to visualize his personal listener each time he opens the mike, those plurals still slip through. They were appropriate back in the "golden age of radio," when families gathered 'round the radio as network announcers spoke to a continental audience. Today, our greatest strength is intimacy, and every time you refer to yourself or your listener in the plural, you destroy the illusion.

**Giving the day of the week.** "Johnny Jock with you on a Monday..." Any listener who doesn't already know what day it is probably needs more help than we can offer. It may have sounded good in the voice of the first DJ who thought it up. Then it got imitated. Today, practically every morning DJ does it. Why?

**"The weatherman is calling for," "The temperature outside..." "...before the hour of..."** More time-wasters. "KJT weather:" says it all in half the time, and gets your identifier on the air an extra time. And where else would you be giving the temperature for? As to the time, "Five before noon" does very nicely. In an era where DJs are looked upon by many as "clutter," the last thing we need is extra words that carry no meaning.

**Variety positioning statements.** Well, we call them positioning statements -- usually they're nothing more than slogans. A positioning statement must do two things: it must define your station's image to the listener, and it must be hooked to a perception he or she already has of you. It does no good to call yourself "More Music 96" in the middle of a morning newswheel, because it isn't going to be believed. And it's also pointless to call yourself "Twelve in a row, 106-point-oh" if another station is

already beating you with their ten in a row. You can't position yourself as the "continuous music source" unless (1) you really are, and (b) no one else owns the position.

Equally important, the station should have one positioning statement; in special cases, maybe a variety following a narrow pattern. I thought that was basic common sense, until I started asking, DJs, "Is 'More hits, all day long!' what you're required to say?" and found I was getting answers like, "No -- it just sounded good, so I say it." You're diffusing the station's marketing thrust. If you don't already have a positioning statement or at least a universal slogan, the programming department ought to find one fast, and then get everybody saying it.

**Talking up to the posts.** Truth is, nobody cares. Oh -- it's showy when it happens naturally. But most of the time, what I hear is, "Johnny Jock with you on your station for more continuous hits, 24 hours a day... in Metroville...with the best sounds... all day long -- and here's Whitney Houston!" Consider the possibility that when you're stretching -- it sounds like you're stretching! Another point: from everything I've heard lately, many adult listeners resent your talking over the intro. So do it if you need to for flow -- but don't think you're accomplishing anything special... and make sure your words carry meaning the listener cares about.

**Unsecured references to other DJs, and pointless promos.** Here's something that bugs me: "I was talking to Sue before about her new car..." Who the hell is Sue? If I'm a new listener, you've just included me out of whatever you're talking about. It should always be, "I was talking with Sue Jones, your mid-day host here on KJT..." So simple to do, and so important. What about this: "Be sure to listen to Sue Jones at noon with your mid-day 12-in-a-row here on KJT!" Do you think I might respond by saying, "Well, I wasn't planning to, but now that you've mentioned it, okay, I'll do that!" Come on! A promotion is a sales message. If you want to sell anything, you have to tell the customer about the benefits. "Sue Jones, the lady with the wryest sense of humor in Metroville, as well as 12-in-a-row music, takes over at noon for you at KJT..." Get personal. Promote your colleagues as having specific attributes

which the "customer" will enjoy.

I haven't even scratched the surface. I could easily give you another whole page of these universal cliches and patterns -- but there's a fairly easy way for you to find your own: aircheck your show. Then listen with a "zero-base filter." Question everything you say. Do you say it because it's required? Because it's interesting, entertaining, or informative to the listener? And if none of those, then why do you say it?

DJ VU

FROM: BOBBY IRWIN, Dir. of Prog. Ops.  
KLSY, Bellevue, Wash.

Our new midday talent, Dave Wingert, has been sharing your columns with me over the last couple of months. And I very much enjoy your insight. Thank you very much for the matter-of-fact thinking you offer. Virtually all of what you have to say is in step with the challenges that my staff and I face as we "evolve" KLSY from a format leader into a Market leader.

I've enclosed a recent station memo concerning more effective ways to address our listener. I hope you find it as interesting and helpful as your ideas have been to us!

Best to you and the gang at CreeYadio.

*"If you want to sell anything, you have to tell the customer about the benefits."*

*(I'm honored by your comments, Bobby. Thanks for writing, and including the programming memo you wrote. I find it especially fascinating because you make some important points I hadn't thought much about before. Below are some excerpts from the staff memo Bobby refers to.--JT)*

"Effective Ways of Structuring Your Message to the Listener"

Once you've trained yourself to think and speak in ways that will be easy for your listener to understand and digest, the more likely he or she will be to act upon (or at least return for more of) your message. Chances are, just by speaking in English your listener will have some understanding of your words, but the less he or she has to rearrange in their mind (or to "digest"), the better your chances for success. Here are three key ideas:

**Be positive.** For some reason, the human subconscious tends to ignore negative commands, and focuses only on the positive message. "Remember to join us tonight" is

positive. When you say, "Don't forget to join us tonight," you are assuming your listener is going to forget, and it becomes a negative. "Wouldn't you love to be a millionaire?" becomes even more effective when you extract the negative and make it "Would you love to become...?" How would you rearrange the command, "Never use the back door!"? It could become "You may use any door except the back." Now you try a few!

Work on a personal level with your listener! Radio, when done well, is a personal medium. We are much more effective when we engage one individual at a time. Avoid addressing your listener as a group, or a faceless entity. For instance...Instead of, "Most of you have heard how much fun the State Fair can be...", try "You've probably hear how much..." Or, when you're about to say, "Thanks to all the hundreds of people who contributed!"--you'll get better results with, "If you are one of the hundreds..."

*"Think in terms that will allow for a clear understanding by your listener."*

The majority of your message should be present tense. The human subconscious is very literal in nature, and will more readily accept commands and ideas phrased in the present. "That is Gloria Estefan" is better than "That was Gloria..."

*Think in terms that will allow for a clear understanding by your listener, and will compensate for the ignorance of the old ones.*

*(This guy's good! Thanks for Sharing, Bobby!--JT)*

## FEMALE PERSPECTIVE

**"Holiday Memories"**  
--by Barbara m. Richardson  
Ft. Wayne, IN

I always get sentimental at this time of year. You know, the holidays, family friends, etc. I get to thinking back of the people I've known, and the special place they hold in my life.

Radio allows us to meet people from all over the country...We always leave special friends when we move. But then we may new ones. It helps us to grow, it helps give us the experiences which make it easier for us to relate to listeners on the air. We learn to relate to a wide variety of feelings, of emotions, enabling us to grow into personalities, in the true meaning of the word.

At this time of year I start to think back...I remember why, in 1976, I sent in for a three

month trial subscription of a new humor publication--it was weekly, and I could get three months of it for free! So I received my first copy of "Fruitbowl" (the predecessor of *One To One*), and have been hooked ever since.

I broadly boast of being the first female subscriber, which thrilled Jay! So that's how, not only our professional, but personal friendship started. Jay in California, a seasoned jock, finally taking the big step of starting his own business, I at a small station in Illinois above a Coast-to-Coast Hardware store where you go to outside the station and down the hall to use the bathroom.

Here I was, struggling to learn all I could about radio--being on the air, trying to be funny and topical with the help of "Fruitbowl" and having to sell advertising, produce spots, and dub everything in sight!

Then I decided to move to a job offer in Wyoming. Looking back, I sometimes wonder how I could have made the decision to move so far away. But, like most people starting out in radio, I couldn't turn down what they were offering me; a full time air shift, no selling, a larger salary, and a chance to be part of a morning team.

So my husband and I took a major risk--we moved 1200 miles away from home. And it was wonderful! I worked with some of the best people ever--I still stay in touch with the guy who was my morning partner. He was the program director, and later became general manager of the station the company bought in Utah--where he gave me my first PD job.

He was a great guy--from Indiana, loved Country music, and knew a lot about it. He helped me develop a big part of my on-air personality.

There's another program director, who I am still in contact with from Wyoming, even though he's now out of the business. He taught me music, the way to create a record library, how to talk with record reps, what to look for in what the station played. He gets a Christmas card every year, and writes back to remind me that my goal when we worked together was to take over Johnny Carson's position. Oh, yeah, whatever happened to that dream...Eventually my life took a different course. But how happy I am with the way it turned out...

I still talk with the guy who worked opposite me in South Bend--he on the FM, me on the AM. One of my favorite memories with J.K. was one weekend when his brother was getting married in Cleveland, Tennessee.

We hopped in the car--after getting off our Saturday shifts, drove all night, solved all the problems of the radio station, arrived at 4 a.m., grabbed some sleep, got up, and celebrated the wedding with a great Southern feast, took a drive around the pretty countryside, had a meal, and drove back to South Bend--arriving just in time to go back on the air for our Monday shifts.

What great fun--Now, I would have to pack three children, who probably wouldn't travel as quietly as we did...

All these people played an important role in my life--from being a good friend, to teaching me a lot as I perfected my skills. Ask others who are not in radio to tell you about special friends they have worked with. Radio allows us to develop relationships on and off the air. I don't think I would have experienced the same kind of closeness with so many others if I had chosen some sort of other job. It's another benefit to this business we call radio!

**PROMOTIONS**  
FROM: BARB RICHARDSON,  
Promo. Dir.  
WAJI, Ft. Wayne, Ind.

## "Last Minute Holiday Ideas"

Our Majic in the Morning team recently did "Chia Pet Day." They gave away 100 Chia pets one morning. We got them from a local drug store, and did the bit in their parking lot. In mid-January, Majic Man will invite listeners to bring the Chia pets back for inspection. The best looking one wins \$100 in cash. And for those whose Chia pets didn't grow, they get a new one!

Majic Man is also doing the "60 Second Office Christmas Party." People call in and Mark goes to their office with a party tray, hats & horns, mistletoe, etc. And on-air for 60 seconds it will be a condensed office party -- short Christmas songs, giving the boss his gift, all the party sounds. It's fun, quick, and a great way to hit offices.



ONE TO ONE: THE JOURNAL OF  
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(209) 226-0558

# Music News

Terry Marshall's

## Daily Insider

1/2 - the year gets off to a good start when the Recording Industry Association of America announces that Gold, Platinum and multi-Platinum certifications for album sales in 1991 are up over 1990, a surprise considering there's a recession.

1/7 - an explosion rips through the offices of a company promoting **PAUL SIMON**'s concerts in South Africa, hours after he arrives for a controversial tour.

1/7 - **PATSY CLINE**'s *Crazy*, is chosen for the National Academy Of Recording Arts & Sciences Hall Of Fame. Ten months later, it serves as a theme song for independent Presidential Candidate **ROSS PEROT**.



Queen

1/13 - **QUEEN**'s "Bohemian Rhapsody" is re-released, becoming an even bigger hit than before and netting \$300,000 in royalties for **MAGIC JOHNSON**'s AIDS Foundation in memory of **FREDDIE MERCURY**.

1/7 - the Postmaster General announces on Larry King's show that the public will be able to vote on which **ELVIS** stamp they want.

1/8 - **R.E.M.** and **BRYAN ADAMS** sweep the Grammy nominations with seven each; **BONNIE RAITT** gets five; and **NATALIE COLE**, four. Critics immediately dismiss the choices as too safe.

1/8 - **PUBLIC ENEMY**'s video, "By The Time I Get To Arizona", touches off a controversy because it shows elected

officials in the state being murdered for not observing Martin Luther King's birthday as a holiday.

1/11 - **JANET JACKSON** receives the chairman's award from the NAACP. Two sisters, she inspired to stay in school, present her with the award.

1/21 - **BILLY IDOL** pleads no contest and gets charges reduced in an assault case. The judge agrees he won't have to serve jail time and his fine won't exceed \$2,000.

2/5 - **THE NEW KIDS ON THE BLOCK** appear on "The Arsenio Hall Show" to prove they don't lip sync after a disgruntled employee files a lawsuit claiming that they do. The suit is eventually dropped and the employee admits the charges were untrue.

2/12 - **QUEEN** announces an all-star Easter tribute to **FREDDIE MERCURY**.

2/18 - "**WAYNE'S WORLD**" sets a new President's Day Weekend box office record with \$18 million.

2/20 - **MICHAEL JACKSON**'s visit to Africa is viewed as a public relations disaster when police whip children in a crowd of fans and he is seen holding his nose as he sprints from his jet to his limo.

2/25 - the 34th annual **GRAMMY AWARDS** are broadcast to a record 86 countries. Ironically, the awards are the second lowest-rated in history in America. **NATALIE COLE**'s "Unforgettable" wins record, song and album of the year. Songwriter Irving Gordon sparks controversy when he takes a potshot at **MICHAEL BOLTON**, claiming "Unforgettable" is a song that can be sung without getting a hernia.

2/27 - the Recording Industry Association of America suddenly announces that CD's will only be sold in jewel boxes beginning in 1993, ending the debate over the long box.

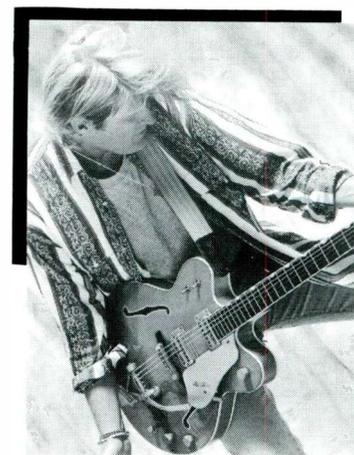
2/28 - **MICKEY HART** organizes the "First Human Beat-In" with 1500 people banging on pots, spoons and rattles to benefit his organization which helps heal the ill through rhythm.

3/15 - the smallest crowd yet turns out for a "**FARM AID**" concert when "Farm Aid V", draws 40,000 fans.

3/21 - **CARLOS SANTANA** returns home to Mexico for his first performance in 30 years. A crowd of 30,000 fills the bull ring by the sea in Tijuana.

3/24 - a Chicago judge awards **MILLI VANILLI** fans \$1 refunds on singles, \$2 on cassettes and albums, \$3 on CDs and \$2.50 on concert tickets. Four Chicago law firms split \$675,000 for their work on the case.

3/28 - **INXS** makes history in Australia when their "Concert For Life" with Crowded House, Jimmy Barnes, Diesel, Jenny Morris, Ratcat, and Yothu Yindi draws 100,000 to Centennial Park. The concert for cardiac research and AIDS relief was the biggest rock concert ever held in Australia according to the Sydney Sunday Telegraph.



Tom Cochrane

3/29 - **TOM COCHRANE** sweeps the Juno Awards, winning the album, single, male vocalist, and songwriter categories. **BRYAN ADAMS** had the most nominations. Adams' losing streak continues when "(Everything I Do) I Do It For You" doesn't win the best song oscar at the Academy Awards.

3/30 - 1992 is the year when **BRUCE SPRINGSTEEN** becomes just another rock star releasing two new albums simultaneously. He's shut out of the #1 spot by **DEF LEPPARD**, and his albums quickly slide down the charts.

3/31 - "**THE SILENCE OF THE LAMBS**" wins all five major Academy Awards, making it only the third time in history that a single film has swept the Oscars for Best Picture.

4/7 - **GEORGE HARRISON** gives his first concert in Britain since 1970. It's a benefit for the Natural Law Party, which promotes policies based on Transcendental Meditation.

4/29 - Riots break out in Los Angeles after an all-white jury returns not guilty verdicts

on four white policemen accused of beating Rodney King. One of MADONNA's bustiers on display at Frederick's Of Hollywood is stolen. A \$1,000 reward is offered.

5/16 - ANITA BAKER, MICHAEL MC DONALD, JAMES INGRAM, ROBERTA FLACK, DAVID SANBORN, BOBBY CALDWELL, JOHNNY CLEGG, MAXI PRIEST, AND LISA FISCHER play the Earth Voice '92 Concert in Japan. Funds go to sponsor the Eco Conference in June in Brazil.

5/26 - Violence mars the HAMMER/BOYZ II MEN tour when the Boyz II Men's Tour Manager is shot and killed in a Chicago hotel.

5/30 - TOM WAITS headlines a concert to benefit the riot torn community in Los Angeles.

6/9 - In a freak accident, producer DAVID FOSTER hits BEN VEREEN as he walks along the Pacific Coast highway in the dark.

6/10 - ROD STEWART's ex, Kelly Emberg, loses her \$25 million alimony suit.

6/11 - A law prohibiting the sale of "erotic" music takes effect in Washington. Retailers caught selling the stuff to minors face six months in jail and a \$500 fine for the first offense. The Seattle bands file a lawsuit over it and the law is ruled unconstitutionally vague on October 29th.

6/11 - The Children Of The Night Shelter for runaways and street kids opens in L.A. Royalties from the RICHARD MARX song accounted for \$250,000. Another \$350,000 was raised by OZZY OSBOURNE, DIO, and DAMN YANKEES.

7/29 - ICE-T announces he'll voluntarily withdraw his song, "Cop Killer," from the "Body Count" album in response to a public outcry from the Vice President all the way down to local police departments.



Ice-T

6/22 - JANET JACKSON becomes the latest victim of an obsessed fan when a man claiming to be her husband is arrested at the Jackson Family Compound in Southern California. On October 14th, he's ordered to undergo psychiatric treatment in a Federal Mental Health facility indefinitely or until he can stand trial. He faces 20 years on each of four charges.

7/16 - FLEETWOOD MAC's "Don't Stop" becomes a campaign theme for the Democrats.

7/31 - A British newspaper quotes JERRY HALL as saying that her 15 year relationship with MICK JAGGER, which produced three children, is at an end because of his infatuation with Italian Carla Bruni.

8/8 - A flashpot explodes during a METALLICA concert in Montreal, severely burning James Hetfield on his hands and arms. Fans riot when Metallica and Guns N' Roses both cut their sets short. Hetfield's injury forces the cancellation of three weeks of concerts at the same time the other big box office draw, the GRATEFUL DEAD, is cancelling shows because JERRY GARCIA is suffering from exhaustion.

8/25 - Handwritten lyrics to some BEATLES songs are now as valuable as manuscripts by Schubert and Wagner. JOHN LENNON's lyrics to "A Day In The Life", go for \$87,000 at auction, MC CARTNEY's "She's Leaving Home," for \$81,500. A Wagner manuscript sold for \$83,000 in May.

9/21 - One of the largest audiences in TV history watches "Murphy Brown's" reaction to Vice President Dan Quayle's charge that her life as an unwed mother is indicative of what's wrong with America.

9/26 - GLORIA ESTEFAN, PAUL SIMON, CROSBY, STILLS AND NASH, THE BEE GEES, JIMMY BUFFETT, JON SECADA, RITA MARLEY AND ASIA play Hurricane Andrew Relief Benefit in Miami.

10/3 - SINEAD O'CONNOR is at it again. She tears up a picture of the Pope on "Saturday Night Live", blaming him for the problems of the world. Two weeks later, she's booed when she performs at a BOB DYLAN tribute at Madison Square Garden. She eventually goes home and announces her retirement from pop music.

10/13 - The Supreme Court refuses to reinstate two lawsuits against OZZY OSBOURNE, filed by the parents of two Georgia teenagers who committed suicide after listening to his music. Without comment, the court let stand earlier rulings

that Osbourne's right of free speech protected him from such suits.

10/16 - BILLY PRESTON is ordered to spend nine months in a drug treatment center and three months under house arrest in a plea bargain stemming from an August, 1991 case in which he was charged with cocaine possession, annoying a child and exhibiting pornography to a child.



Boyz II Men

10/22 - BOYZ II MEN break a chart record when "End Of The Road" records its 12th week at #1, topping Elvis "Don't Be Cruel" and "Hound Dog".

11/10 - AXL ROSE receives two year's probation and a \$50,000 fine after being found guilty of assault and property damage when a fan riot erupted at a St. Louis center July 2nd, 1991.

11/15 - BLACK SABBATH reunites at an Ozzy Osbourne show.

11/25 - GUNS N' ROSES perform in Caracas, Venezuela just hours before a military coup attempt in which 19 people are killed.

## December 1992

**BOYZ II MEN:** Boyz II Men have set a tentative date of February to return to the studio to begin work on their new album. With a little luck and hard work, it could be out before the end of '93.

**BOBBY BROWN:** When Bobby Brown kicks off a 50 date tour in West Virginia on December 29th, the other artists on the bill will be Mary J. Blige, Shabba Ranks, and TLC. The two month tour is Brown's first since 1989.

**ROGER CLINTON:** Roger Clinton, the President-Elect's younger brother, has reportedly signed with Atlantic Records, and will release an album in the spring.

**BIRTH OF A GRUNGE NATION:** Few scenes pan out as Seattle's Grunge L.A. after The Knack, Australia after Men At Work and Ireland after U2 failed to produce a flood of music and fashion the way Nirvana, Soundgarden, Temple Of The Dog, Pearl Jam, Alice In Chains, Mother Love Bone and Mudhoney have other resident bands like Queensryche and Heart fed off the energy and attention. California in the '60s or London in the '60s or '70s after the Sex Pistols may be comparable. They too spawned fashion movements. By year's end, Seattle had even come to the attention of the New York Times in a story headlined "Grunge: Success For The Great Unwashed." Summing up what a year it's been for Grunge, the paper itemized a Rolling Stone cover story in April proclaiming Seattle "The New Liverpool." Two more reports in details, another in Entertainment Weekly and a fashion spread in Vogue followed. The importance of Cameron Crowe's movie, "Singles," was noted as was Weird Al Yankovic's parody of "Smells Like Teen Spirit." Now the question is: in 25 years will Rhino Records be releasing boxed-sets of Grunge festivals or will "If You're Going To Seattle, Be Sure To Wear Doc Martens On Your Feet," be a staple on oldies stations? That same New York Times article couldn't help but conclude with Mudhoney's observation: "Everybody loves us, everybody loves our town", that's why I'm thinking of leaving it, don't believe in it now, it's so overblown."

**HIPPIE FASHIONS STILL VIABLE:** Grunge artists weren't the only musicians making fashion statements in 1992. A Perry Ellis Women's Wear Designer claimed Keith Richards' "Dickensian Waif" look inspired his fall collection. Designer Marc Jacobs called the Richards' look "The Most Elegant Mess", but praised it for looking "accessible and warm". Jerry Garcia introduced a line of silk crepe neckties. Reports were that he laughed when he received a box of samples, but Stonehenge Ltd. of New York was convinced a lot of aging deadheads would go for them. There was also a demand for a special Grateful Dead T-shirt showing their trademark skeleton slam dunking after the Lithuanian Basketball Team supported them at the Olympics. Jefferson Airplane and Hot Tuna cohorts Jorma Kaukonen and Jack Casady also tried their hand at fashion with a line of caps, denim vests, shirts and shorts.

**BIG DEALS:** Who got the biggest deal in 1992? It wasn't ZZ Top signing a contract with RCA for \$30 million or Elton John and Bernie Taupin's publishing contract worth \$39 million. Madonna couldn't even claim the prize with a \$60 million package from Time Warner. Nor could Prince, even if his claims of \$100 million deal are accurate. They all paled compared to a balloon-flying Englishman. Thorn Emi agreed to buy Richard Branson's Virgin

Music Group for \$963 million, instantly making the British conglomerate one of the three biggest music companies.

**VITAL STATISTICS 1: OBITUARIES:** It's not often that a man makes the newlyweds list and the obituaries in the same year, but then how many Sam Kinison's can a world accommodate? Malika Kinison's transition from bride to widow in just days was only one of the peculiarities surrounding the comedian's death after a head-on collision with a carload of fans - two drunken teenagers - Kinison got out of his vehicle, then laid down and died after uttering a couple of metaphysical questions. Two other artists died on the road this year: Prince Protege Tony Lemans was killed in an auto accident June 24th in Los Angeles at the age of 29 and 40 year-old Paul Hackman, lead guitarist of Helix died July 5th when the van he was riding in overturned in British Columbia. Another leading cause of death in America, cancer, claimed longtime Elton John bassist Dee Murray, Motown's Mary Wells and Eddie Kendricks; "King Of The Road", Roger Miller and Canada's Brian Mac Cleod. Toto's drummer Jeff Porcaro died of cocaine-related complications while spraying the flowers in his backyard one summer evening. Sean Rowley, of Cause And Effect succumbed to cardiac arrest induced by an asthma attack. And bluesman Willie Dixon passed away January 29th at the age of 76.

**VITAL STATISTICS 11: MARRIAGES:** Besides Kinison, the year's other prominent marriages included some stars who married other stars: Paula Abdul and Emilio Estevez and Whitney Houston and Bobby Brown. Other couples who had been together for a long time finally got around to tying the knot. David Bowie and Iman, Sting and Trudy Styler, Skid Row's Sebastian Bach and Maria Aquiar and Andrew "Dice" Clay and Trini. Michelle Shocked chose Independence Day for her supposed loss of independence in marrying journalist Bart Bull. It Hurts So Good, John Mellencamp took the plunge for a third time, marrying Elaine Irwin, whom he met while shooting his video for "Get A Leg Up".

**VITAL STATISTICS III: BIRTHS:** Some of the year's new kids suffered from their parents' indulgence when it came to names: Todd Rungdren and Michelle Gray welcomed Rebop, a five pound boy on February 2nd; Dave and Pam Mustaine picked a good name for their firstborn - Justice - if not the correct spelling, J-U-S-T-I-S; Nirvana's Kurt Cobain and Courtney Love chose Frances Bean for their daughter's name when she arrived August 18th. Amy Grant and Gary Chapman went with Sarah Cannon for their third child, a little girl born October 11th. And who will ever forget Rod Stewart's tenderness leaving the delivery room after Rachel gave birth to

Renee on June 2nd? Stewart compared the excitement of watching childbirth to "seeing Scotland score a goal."

**"YOU CANT FIRE ME, I QUIT" DEPARTMENT:** The line-ups of some of the top bands changed in 1992: Izzy Stradlin left Guns N' Roses to form his own band and was replaced by Gilby Clark. C.C. Deville parted company with Poison, Richie Kotzen is his replacement. Francis Buchholz and The Scorpions agreed to go their own ways after 20 years; Ralph Rieckermann is their new member. Vince Neil's career with Motley Crue came to a bitter end; the band chose John Corabi from The Scream to replace him and Neil started a new band with guitarist Steve Stevens. John Fruscante announced his retirement from the Red Hot Chili Peppers during a Japanese tour and was replaced by Arik Marshall, even though another guitarist, Brent Peschke, sat outside Flea's L.A. House for seven hours waiting for him to come home so he could audition. Def Leppard chose Vivian Campbell to replace the late Steve Clark, and in doing so, ended the short career of Lou Gramm's band, Shadowking after one album. Great White lost bassist Tony Montana, Stephen Percy's exit from Ratt finished that band, as did Tracii Guns and Steve Riley's departure from L.A. Guns. Judas Priest called it quits, but one band, 38 Special, actually got back their lead singer, when Don Barnes returned to the line-up after five years. The year concluded with Mick Jagger confirming that Bill Wyman was leaving the Rolling Stones after 30 years. Keith Richards was among the many who saw it coming. In November he'd remarked, "We'll go on with or without him if it was Charlie Watts, I'd say it's over. That'd kill me."

**TIL TUESDAY:** Aimee Mann's voice has carried her into the '90s. The former 'Til Tuesday singer is working on her debut solo album for Imago Records. She's titled it "Whatever," and plans to release it in March.

**BABY ANIMALS:** Australia's Baby Animals just teamed up with producer Ed Stasium to record their second album.

**BRUCE SPRINGSTEEN:** Bruce Springsteen in concert has been released by Sony Music Video. It includes All 16 songs from his MTV concert, plus two others. The video has a \$19.98 list price.

**PAT BENATAR:** Pat Benatar has chosen "Gravity's Rainbow" for the title of her next album - coming out early in the New Year. Yes, she's been caught up in the Thomas Pynchon Book.

**MICHAEL JACKSON:** Michael Jackson has been set to open the "American Music Awards" January 25th, less than a week before he's back on TV providing halftime entertainment at the Super Bowl.



**LITTLE RICHARD:** Little Richard is one of five musicians receiving lifetime achievement awards at the 35th Annual Grammy Awards in February. Chet Atkins, Thelonious Monk, Pete Seeger, Fats Waller, and bluegrass legend Bill Monroe are the others being honored.

**JOHN MELLENCAMP:** John Mellencamp has announced a benefit concert January 22nd in Indianapolis for the family of the band's keyboardist John Cascella who died of a heart attack November 14th. The proceeds will go to his widow and three children.

**TOM PETTY:** Can't you just hear Tom Petty presenting his song, "Christmas All Over Again", to producer Jimmy Iovine for "A Very Special Christmas 2?" The modest Petty feels that every year or so he writes one great song. "You know, Iovine, every year or two I get a really good one," said Petty, "And damn it, if it hasn't turned out to be this damn Christmas song I'm doing for you!"

**ABC'S "IN CONCERT" RENEWED, BUT CUT IN HALF LENGTHWISE:** The ABC series, "In Concert", has been renewed again for an additional 26 weeks, which means it will run through the end of June. However, the show is being reduced from 60 to 30 minutes. The network will also continue to air some 90 minute specials opposite "Saturday Night Live", as it did on July 4th with a John Mellencamp concert.

**BROOKS MAY DO SUPER BOWL CONCERT AS WELL AS NATIONAL ANTHEM:** Garth Brooks has already been tapped to sing the National Anthem at the Super Bowl next month (31) at the Rose Bowl in Pasadena. But while he's in Los Angeles, he may also be doing a concert on the eve of the game. The NFL is rumored to be negotiating for Brooks to headline a concert at Dodger Stadium, the Universal Amphitheater, or the forum. It would either be a low-priced ticket show - with proceeds going to benefit the Rebuild L.A. effort - or an invitation-only concert. If it is Dodger Stadium, it could be the first of two concerts there by Brooks in 1993 - since he's planning to tour stadiums next summer, Brooks' Stadium tour will be the first by a country performer.

**CHER HAS #1 HIT IN U.K. WITH DAMN YANKEES SONG:** "Where You Goin' Now" isn't the only hit Damn Yankees have now. Cher has the #1 record in England and with a song written by Jack Blades and Tommy Shaw. The song, "Whenever You're Near", is one of two new tracks on Cher's Greatest Hits package. Since its release overseas three weeks ago, it has already sold 800,000 copies. Cher's Greatest Hits Album is scheduled to be released in America in February (12/11/92).

**RECORD BREAKING YEAR FOR MCA EVEN WITHOUT SANTA, BELL BIV DEVOE:** Even without Bell Biv DeVoe's long-delayed second album, which has now been postponed from this month until February, MCA Records claimed their biggest year in history with sales of \$300 million. The company noted that's even before the Christmas shopping season - and before the release of two big albums, Reba McEntire's "It's Your Call", and Shai's "If I Ever Fall In Love", which shipped Gold.

**MADONNA LOSES FILM ROLE:** A scheduling conflict has cost Madonna a film role. She was supposed to start filming "Angie, I Says," in February, but that's when she's also scheduled to begin shooting, "Snake Eyes", which her company is also producing. Producers of "Angie, I Says," offered Madonna's role to her co-star in "A League Of Their Own", Geena Davis. They said they couldn't wait for Madonna because they had to shoot during the winter on the East Coast, and have it ready for release by next fall. They also didn't want it to have to complete with "Snake Eyes", which is due out next fall too.

**GAYE'S DAUGHTER IN TRIBUTE TO HER DAD:** Marvin Gaye will be the subject of a tribute opening next month's Annual International Music Convention, Midem, in Cannes, France. Gaye's daughter, Nona, who launched her own recording career this year with an album and single, "I'm Overjoyed", will be among the performers. Britain's Yorkshire Television will produce a TV special of the concert proceeds from ticket sales to the Gaye tribute are going to AIDS charities.

**PRINCE PLANNING A GLAM SLAM IN L.A.:** Prince plans to open a new Glam Slam in downtown Los Angeles around the first of the year. The club will be decorated with 60-foot tall statues of women wrapped around pillars. There will also be video walls and a \$200,000 light system. Entertainment will be a combination of live acts and pre-recorded dance music. Prince's company, Paisley Park, plans to use the room about 20 times a year to showcase artists. Prince already owns one Glam Slam in Minneapolis.

**HAMMER UNVEILS NEW HOME: CONCLUDES FOOD DRIVE IN HOMETOWN:** Hammer reluctantly opened his new home to the media. The \$20 million manor, all in black and white (except for touches of gold like the fireplace in the master bedroom suite) is nearly completed - but remains unfurnished. Hammer, his wife and daughter are already living in the house - even though it means sleeping on the floor. Hammer said that he didn't want

to show it to the press without the furnishings - because then it would be reported as, "Hammer can't afford furniture," Friday, December 18th (in his hometown of Oakland) Hammer oversaw the distribution of 42,000 pounds of food from his year-long Hunger Relief Food Drive.

**ELTON JOHN NAMES AIDS FOUNDATION BOARD, INDY LAST TO HEAR "LAST SONG":** Elton John announced the 17-member governing board of the AIDS Foundation which he has established. Sitting on the board with John's writing partner Bernie Taupin are: photographer Herb Ritts; MCA Records Chief Al Teller; and, other music industrial professionals. Elton has also chosen three prominent doctors in the fight against the disease from hospitals in New York and Los Angeles as well as members of the Atlanta business community. The Elton John AIDS Foundation Inc. can be contacted at Post Office Box 52066, Atlanta, Georgia, 30355. Royalties from his latest hit, "Last Song", are going to a Children's Fund at a hospital in Indianapolis, Ryan White's hometown.

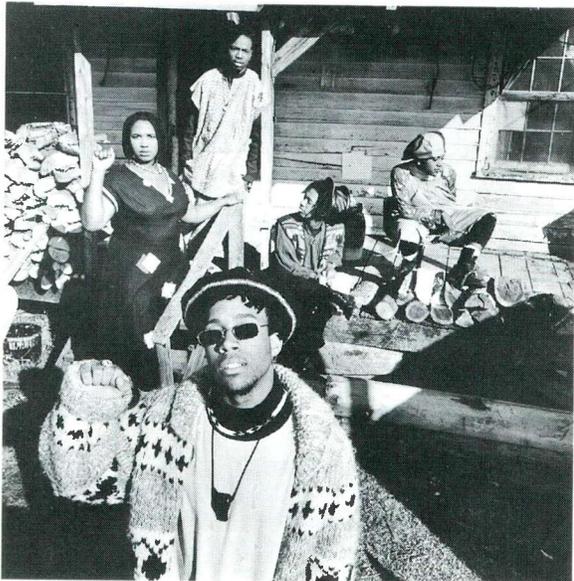
**BLOWS AGAINST THE EMPIRE: MUSICIANS, FANS FIGHT THE POWER:** - musicians and fans took a more active role in politics in 1992 than in any year in recent memory. Involvement went beyond the standard fundraisers. The year began with Jody Watley visiting President Bush at the White House to deliver a timely warning about neglecting inner city neighborhoods and youth. In April, Toad The Wet Sprocket were the only men invited to perform at a pro-choice rally in Washington, joining Cyndi Lauper, Mary Chapin-Carpenter, Debbie Harry and Holly Near. Countless artists including Vanessa Williams, Paula Abdul and R.E.M. contributed songs to albums to register voters and fight censorship. Other records were released attacking the Bush administration. Megadeth's Dave Mustaine covered the Democratic National Convention for MTV, as Ted Nugent did for the Republicans. Barbra Streisand, Michael Stipe, Bonnie Raitt, Don Henley, Michael Bolton, and Bruce Hornsby all appeared at President-elect Bill Clinton's campaign rallies and parties. While the sax player did win, two other musicians weren't so lucky. Sonny Bono was defeated in his bid to become a California senator and Barry Melton, former Country Joe and The Fish member-turned-attorney, lost his bid to become a San Francisco judge.

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*Terry Marshall's Daily Insider*  
P.O. Box 792  
Concord, CA 94522  
(415) 680-1177

## GALAXY

### ARRESTED DEVELOPMENT



"Revolution" is one of a couple of new songs on the soundtrack of the Spike Lee film, *Malcolm X*. He asked A.D. rapper Speech to write a custom song for his new movie. Spike also directed the group's video...

Spike's other music-based films include *School Daze*, *Do the Right Thing*, and *Jungle Fever*...

Be careful! *Malcolm X* has two different soundtrack albums. You want to pick up "Music From the Motion Picture Soundtrack 'Malcolm X'" to get Arrested Development's single and all the R&B goodies. The album "The 'Malcolm X' Score" contains the film's jazz 'background' music...

The guys have agreed to let NBC use their big hit "Tennessee" in the opening of the new Malcolm Jamal Warner series, "Here And Now". The single won the MTV Award for Best Rap Video this year...

The Atlanta rappers are led by 23-year-old vocalist Speech. He's actually Wisconsin native Todd Thomas - son of the married publishers of the *Milwaukee Community Journal* newspaper...

On record, rapper Speech is backed by a lady named Aerle "Early Ta-Ree" Taree -

his cousin. But that's singer Dionne Farris soloing on "Tennessee"...

In early 1991, before stardom came, vocalist Speech suffered two major losses. His grandmother, whom he had grown up with, passed away. And his older brother Terry, who had just become a doctor and was engaged to be married, died of an asthma attack...

The two events, within one week, inspired Speech to write "Tennessee"...

Speech and DJ Headliner (real name Tim Barnwell) formed A.D. shortly after they met - while attending school at the Art Institute of Atlanta...

### SHAWN COLVIN

Ms. Colvin had some nice help on her new song, "Round of Blues." It was produced and co-written by Larry Kelin - Joni Mitchell's husband. Joni sings background on her new sophomore album, *Fat City*...

Shawn first found success in the nite clubs of Boston and New York. She sings and plays guitar, and has weathered bands that played Country, Rock, and Pop music...

She was once in an Austin country band called the Dixie Diesels...

In 1989 she released her debut album "Steady On." In return, she was given a Grammy!

Her parents wandered the country with their four kids - but they weren't hippies or musicians. They both searched for more and more advanced school degrees - mom in law, dad in behavioral psychology... Born in tiny Vermillion, South Dakota, Shawn picked up her early music skills from her singing mother and her banjo-playing dad...

Her new album contains a song she wrote while riding on a train in the Bronx in 1981 called "I Don't Know Why." It's a favorite of hers: Shawn included the song on her first, self-produced live cassette tape in 1988 (titled "Live Tape")...

She's 35 and has never been married - BUT. She says she's finally in love.



### EXPOSE

"I Wish The Phone Would Ring" is the lead single from their just-released new album. Jeanette Jurado takes the vocal lead on the tune. This is their third career disc.

The trio has a different line-up: Ann Curless and Jeanette Jurado are joined by newcomer Kelly Moneymaker, who replaces Gioia (JOY-YA) Bruno...

According to Arista Records, they've had more Top-10 hits than any female group since the Supremes...

Their 1986 debut album, "Exposure," produced four Top-10 hits - which broke the record set by the Beatles for a debut release...

Their heritage is coast-to-coast - from Miami to Los Angeles. The original Expose was put together by producer Lewis Martinee in 1985 after a national search. (They now have new producers)...

Ex-Expose singer Gioia (JOY-YA) Bruno was the only one of the three who was married. She took leave from the group to have a baby boy, and eventually dropped out to live a more domestic life with her husband.

GALAXY  
3860 Kellogg Avenue  
Las Vegas, NV 89115  
(702) 651-9119

## ROCK REPORT

Rock Report correspondent **KEN SHARP** attended **PAUL McCARTNEY's** recent MTV performance at New York's Ed Sullivan Theatre and offers this exclusive insiders view. The

show will be called *Up Close* and will air February 3rd on MTV. Strapping on his



Paul McCartney

trusty Hofner 'Beatle' bass, Macca and band, including new drummer **BLAIR CUNNINGHAM (THE PRETENDERS)**, started off the set with a frenetic run through of **EDDIE COCHRAN's** "Twenty Flight Rock", moving into the first new cut "Get Out Of My Way", a '50s tinged rocker. Next was the first of many surprises with the debut live airing of **THE BEATLES'** "Fixing A Hole", another new cut called "Looking For Changes" followed, capped off by a breathtaking rendition of "Penny Lane". "Deja vu, I think I've been here before," remarked McCartney at one point about his return to the Ed Sullivan Theatre. McCartney then put down the Hofner, grabbed an acoustic guitar and ran through a six-song acoustic set that included new cuts "Biker Like An Icon", "I Owe It All To You", the bossa nova tinged "Hope Of Deliverance (the first single), and "Big Boys Bickering", replete with risqué lyrics. "Michelle" and a country hoedown rendition of "Can't Buy Me Love" finished off the set. The band ripped into a four-song electric set and treated the three hundred and fifty fans, in dustry notables, and celebs including **PETER GABRIEL, E STREET** band drummer **MAX WEINBERG**, and **ENUFF Z'NUFF**, to new cuts "Peace In The Neighborhood", and "Off The Ground" and Beatle Standards "Sgt. Pepper", and a revamped "I Wanna Be Your Man" that would make **BO DIDDLEY** proud. Moving to the piano Macca delivered a heartfelt version of "My Love", the seldom performed Wings B-side "C Moon", "Lady Madonna",

"C'Mon People", ending the set by reclaiming "Live And Let Die" from **GUNS N' ROSES**. If this magnificent set is any indication of what's in store for Macca's forthcoming 1993 tour, music fans have a lot to get excited about.

*The Rock Report* spoke to **BOBBY SHRIVER** who told us how he became involved making the *A Very Special Christmas* record. Says Shriver: "I met **VICKIE IOVINE** at a football game in '78, we became pals and I got her to volunteer for the Special Olympics. A few years later Vickie married **JIMMIE IOVINE** who in 1986 came up with the idea of making a Christmas record to benefit the Special Olympics and that's what got me into the record business." Handling the publicity and marketing of the record, Shriver reports that "the money goes straight to the Special Olympics. From there it's dispersed by a committee in Washington which is headed by my folks." **JON BON JOVI** is one of many artists featured on the record and has the final word: "Christmas feels like one big network special or JC Penny's birthday, which it's not. It's about giving, not worrying about getting."

Newly relocated to New York City, **CHICAGO** keyboardist and founding member **ROBERT LAMM** has been very busy of late. He's currently in L.A. recording the next Chicago LP and has a solo album in the works. Lamm moved to New York to try and regain a street vibe by collaborating with New York songwriters **GERARD McMAHON (ROGER DALTRY)**, and **RICKY BYRD**. Lamm is also getting material together for his new group with **BEACH BOY CARL WILSON**, and **GERRY BECKLEY of AMERICA**. Meanwhile, Ricky Byrd, one of writers Lamm's been working with is being wooed by major record companies for his own solo record. His music is a splendid mix best described as **THE FACES** meets **AL GREEN**. Byrd is being represented by Kayos Productions who also handle Ace Frehley and Golden/Carillo.

Coming in 1993, *The Rock Report* will become the first news column to regularly review music related laser discs, mini-discs and DCC.

After last October's Houston show, plagued by security problems, **THE BLACK CROWES** are making good on their promise of a make-up show for their Houston fans - for free. The 10,000 seat Sam Houston Arena will be the site for the band's February 6 show. An Evening With The Black Crowes is presented in cooperation with KLOL, Houston; and all tickets will be given away for free. There's also a live national broadcast and film shoot in the works for the evening's performance.

KLOL has tickets to give away for the first 20 rows. All other tickets will be distributed on at least five different occasions, a month prior to the show. Locations will be announced just prior to each giveaway. To avoid the type of security problems previously endured by the band, the promoter has been instructed to bus in fifty hand-picked security personnel for the event. The announcement comes as the band unveils a '93 tour itinerary where they will be implementing new anti-scalper methods to keep ticket sales a fair deal. In each city, the first five rows of the venue will be sold to fans only, through that venue's box office, only. When a ticket is purchased, the buyer will be given only a voucher for that sale - not the ticket itself. At the show, they must present voucher and photo ID to pick up the ticket - and then must immediately enter the venue. Tickets beyond the first five rows will be sold at regular outlets with a four ticket per person max.

### BIRTHDAYS THIS WEEK:

<b>CARL WILSON</b>	12/21/46 ♀
<b>ROBIN &amp; MAURICE GIBB</b>	12/22/49 ♂
<b>JORMA KAUKONEN</b>	12/23/40 ♂
<b>JAN AKKERMAN</b>	12/24/46 ♀
<b>NOEL REDDING</b>	12/25/45 ♂
<b>PHIL SPECTOR</b>	12/26/40 ♂
<b>PETE QUAIFE</b>	12/27/43 ♂

### NOTES AROUND THE WORLD:

"Heal The World" by **MICHAEL JACKSON** enters the U.K. singles chart at #3...**MADONNA's Erotica** LP holds the #4 position in Canada... "Because The Night" by **COLOR** tops the singles chart in Spain.

### HISTORY THIS WEEK:

12/21/67	<b>THE ROLLING STONES</b> release <i>Their Satanic Majesties Request</i> .
12/22/78	<b>KENNY JONES</b> joins <b>THE WHO</b> .
12/23/69	<b>ELTON JOHN</b> begins collaborating with <b>BERNIE TAUPIN</b> .
12/24/66	<b>TOMMY JAMES &amp; THE SHONDELLS</b> record "I Think We're Alone Now".
12/25/67	<b>PAUL McCARTNEY</b> announces his engagement to <b>JANE ASHER</b> .
12/26/70	"My Sweet Lord" by <b>GEORGE HARRISON</b> tops the U.S. singles chart.

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# FMQB Charts

## TOP 40

1-	1-	1^	WHITNEY HOUSTON	"I Will Always Love You"	Arista	
2-	2-	2^	BOYZ II MEN	"In The Still Of The Nite"	Motown	
7-	4-	3^	SHAI	"If I Ever Fall In Love"	Gasoline Alley/MCA	
3-	3-	4	MICHAEL BOLTON	"To Love Somebody"	Columbia	
14-	7-	5^	GO WEST	"Faithful"	EMIRG	
12-	6-	6^	SHANICE	"Saving Forever For You"	Giant/Reprise	
23-	11-	7^	MADONNA	"Deeper & Deeper"	Sire/WB	
20-	17-	8^	RESTLESS HEART	"When She Cries"	RCA	
4-	5-	9	BOBBY BROWN	"Good Enough"	MCA	
19-	16-	10^	GENESIS	"Never A Time"	Atlantic/Atlantic Group	
18-	15-	11^	R.E.M.	"Drive"	Warner Bros.	
24-	20-	12^	TOAD THE WET SPROCKET	"Walk On The Ocean"	Columbia	
9-	9-	13	DAMN YANKEES	"Where You Goin' Now"	Warner Bros.	
8-	8-	14	MARY J. BLIGE	"Real Love"	Uptown/MCA	
21-	19-	15^	U2	"Who's Gonna Ride Your Wild Horses"	Island/PLG	
13-	12-	16	EXPOSE	"I Wish The Phone Would Ring"	Arista	
27-	25-	17^	PRINCE	"7"	Paisley Park/WB	
11-	10-	18	SPIN DOCTORS	"Little Miss Can't Be Wrong"	Epic	
25-	22-	19^	WRECKX-N-EFFECT	"Rump Shaker"	MCA	
28-	24-	20^	CELINE DION	"Love Can Move Mountains"	Epic	
5-	13-	21	JON SECADA	"Do You Believe In Us?"	SBK/EMIRG	
32-	26-	22^	SHAKESPEAR'S SISTER	"I Don't Care"	London/PLG	
31-	28-	23^	DAN BAIRD	"I Love You Period"	Def Amercian/Reprise	
37-	34-	24^	EN VOGUE	"Give It Up, Turn It Loose"	Atco/EastWest/Atl. Grp.	
30-	27-	25^	10,000 MANIACS	"These Are Days"	Elektra	
6-	18-	26	THE HEIGHTS	"How Do You Talk To An Angel"	Capitol	
35-	32-	27^	DEF LEPPARD	"Stand Up (Kick Love Into Motion)"	Mercury	
33-	30-	28^	SOUP DRAGONS	"Pleasure"	Mercury	
17-	21-	29	ELTON JOHN	"The Last Song"	MCA	
34-	33-	30^	CLASSIC EXAMPLE	"It's Alright"	Hollywood	
	D-	31^	PETER GABRIEL	"Steam"	Geffen/DGC	
	D-	37-	32^	MICHAEL JACKSON	"Heal The World"	Epic
38-	35-	33^	S.O.U.L. S.Y.S.T.E.M.	"It's Gonna Be A Lovely Day"	Arista	
40-	36-	34^	GODDESS	"Sexual"	Big Beat/Atl. Grp.	
10-	14-	35	BON JOVI	"Keep The Faith"	Jambco/Mercury	
	D-	36^	PEABO BRYSON/R. BELL	"A Whole New World"	Columbia	
16-	31-	37	TLC	"What About Your Friends"	LaFace/Arista	
	D-	38^	SADE	"No Ordinary Love"	Epic	
	D-	39^	JEREMY JORDAN	"The Right Kind Of Love"	Giant/Reprise	
15-	23-	40	P.M. DAWN	"I'd Die Without You"	Gee St./LaFace/Arista	

# FMQB Charts

## TOP 30 REQUESTS

## A/C

1- 1- 1^	WHITNEY HOUSTON	"I Will Always..."	Arista
3- 2- 2^	BOYZ II MEN	"In The Still..."	Motown
2- 3- 3^	MICHAEL BOLTON	"To Love..."	Columbia
6- 5- 4^	DAN BAIRD	"I Love You..."	Def Am./Reprise
4- 4- 5	SHAI	"If I Ever..."	Gasoline Alley/MCA
16- 7- 6^	GENESIS	"Never A Time"	Atlantic /Atl. Grp.
13- 9- 7^	RESTLESS HEART	"When She..."	RCA
12- 11- 8^	MADONNA	"Deeper And..."	Maverick/Sire/WB
15- 13- 9^	WRECKX-N-EFFECT	"Rump Shaker"	MCA
5- 6- 10	BON JOVI	"Keep The Faith"	Jambco/Mercury
14- 14- 11^	R.E.M.	"Drive"	Warner Bros.
17- 12- 12^	SHANICE	"Saving Forever..."	Giant/Reprise
19- 18- 13^	TOAD W/SPROCKET	"Walk On The..."	Columbia
23- 17- 14^	DEF LEPPARD	"Stand Up..."	Mercury
D-24- 15^	BRYSON/BELLE	"A Whole New..."	Columbia
27- 22- 16^	SHAKESPEAR'S SIS.	"I Don't Care"	London/PLG
8- 15- 17	SPIN DOCTORS	"Little Miss..."	Epic
D-25- 18^	PRINCE & N.P.G.	"7"	Paisley Park/WB
25- 20- 19^	GO WEST	"Faithful"	EMIRG
D-20^	PETER GABRIEL	"Steam"	Geffen/DGC
18- 8- 21	ELTON JOHN	"The Last Song"	MCA
26- 19- 22	EXPOSE	"I Wish The..."	Arista
7- 10- 23	DAMN YANKEES	"Where You..."	Warner Bros.
9- 16- 24	JON SECADA	"Do You..."	SBK/EMIRG
11- 21- 25	THE HEIGHTS	"How Do You..."	Capitol
28- 28- 26^	U2	"Who's Gonna..."	Island/PLG
D-27^	A/DEVELOPMENT	"Mr. Wendal"	Chrysalis/EMIRG
D-28^	TOYS f/WENDY/LISA	"The Closing..."	Geffen/DGC
D-29^	GODDESS	"Sexual"	BigBeat/Atl. Grp.
D-30^	PATTY SMYTH	"No Mistakes"	MCA

1- 1- 1^	WHITNEY HOUSTON	"I Will..."	Arista
3- 2- 2^	RESTLESS HEART	"When She Cries"	RCA
8- 5- 3^	P.BRYSON/R.BELLE	"A Whole New..."	Columbia
6- 4- 4^	GENESIS	"Never A Time"	Atl./Atl. Grp.
2- 3- 5	ELTON JOHN	"The Last Song"	MCA
9- 8- 6^	P.CETERA/C.KHAN	"Feels Like..."	Warner Bros.
11- 10- 7^	GO WEST	"Faithful"	EMIRG
7- 7- 8	MICHAEL BOLTON	"To Love..."	Columbia
10- 9- 9^	RICHARD MARX	"Chains Around..."	Capitol
15- 13- 10^	KENNY G	"Forever In Love"	Arista
20- 14- 11^	MICHAEL JACKSON	"Heal The World"	Epic
17- 15- 12^	CELINE DION	"Love Can..."	Epic
5- 11- 13	JON SECADA	"Do You..."	SBK/EMIRG
18- 16- 14^	WILSON PHILLIPS	"Flesh & Blood"	SBK/EMIRG
19- 17- 15^	SADE	"No Ordinary..."	Epic
14- 12- 16	N/EXPOSURE	"Theme From..."	MCA
4- 6- 17	GLORIA ESTEFAN	"Always..."	Epic
23- 20- 18^	KURT HOWELL	"Does Love..."	Reprise
D-19^	PATTY SMYTH	"No Mistakes"	MCA
24- 22- 20^	10,000 MANIACS	"These Are..."	Elektra
26- 24- 21^	SWING OUT SISTER	"Not Gonna..."	Mercury
12- 18- 22	THE HEIGHTS	"How Do You..."	Capitol
D-27- 23^	CATHY DENNIS	"Irresistable"	Polydor/PLG
27- 25- 24^	L. BUCKINGHAM	"Soul Drifter"	Reprise
29- 26- 25^	FLEETWOOD MAC	"Paper Doll"	WB
13- 21- 26	ANNIE LENNOX	"Walking On..."	Arista
D-29- 27^	BONNIE RAITT	"All At Once"	Capitol
D-28^	JUDE COLE	"Tell The Truth"	Reprise
D-30- 29^	COLLIN RAGE	"In This Life"	Epic
D-30^	TOYS f/WENDY/LISA	"The Closing..."	Geffen/DGC

# Hot Shots



RCA recording artist Michael Penn visited 99X/Atlanta. (l-r): Will Pendervis, jock; Sonya Dias, BMG Branch; Jordan Zucker, RCA Atlanta Promotion Manager; Rick Stacey, P.D.; and Michael Penn, seated.



KRBE/Houston's Music Coordinator/night jock Paul "Cubby" Bryant and morning jock Darian Hunter find Polydor/PLG's Cathy Dennis "Irresistible."



KC101/New Haven's Kelly Nash (2nd from right), hangs with Columbia's Toad The Wet Sprocket.



Go West to KIIS! (l-r): Monte Lipman, EMIRG; Jeff Wyatt, KIIS P.D.; Brian Bridgeman, KIIS M.D.; Richard Drummie, Go West; Gwen Roberts, KIIS A.P.D.; Peter Cox, Go West; Anita Dominguez and Leo Quinones, KIIS.



Epic artist Trey Lorenz is congratulated by label execs at the close of his national promotion tour. (l-r): Hank Caldwell, Epic Sr. VP/Black Music; Richard Griffiths, Exec. VP/Epic Records; Lee Dannay, Epic Associate Director of A&R; Mel Ilberman, President, Sony Music International; Dave Glew, President, Epic Records; Trey Lorenz, Tommy Motola, President, Sony Music; and Polly Anthony, Epic Sr. VP/Promotion.



Business Responds to AIDS, a comprehensive workplace education program, was launched recently via a national satellite teleconference. (l-r): Jheryl Busby, President, Motown Records; Hale Milgrim, President and CEO, Capitol Records; Michael Greene, President, National Academy of Recording Arts and Sciences; and Pierre Cossette, Pierre Cossette Productions.

# I Love You Period" Dan Baird

## THE UPTEMPO POP SMASH OF THE SEASON!

FMQB: 28-23\* R&R: Breaker-24\* 8th Hottest With 42 Hot Reports

### MAJOR ACTION:

KPLZ-Add-28  
B97-Add  
PRO-FM-Add  
WHOT-Add-24  
JET-FM-Add-25  
KYRK-Add-26  
WFMF-Add-35  
WSPK-Add  
WXXX-Add  
WPXR-Add  
KCHX-Add

KEGL-5  
KKYK-3-2  
WYCR-8-4  
WABB-16-9  
OK95-15-9  
KMOK-17-10  
KTRS-16-10  
ZFUN106-16-10  
WHDQ-16-10  
WSTW-20-12  
KQIZ-23-14

WKBQ-22-13(Hot)  
Y107-19-14  
KPAT-19-15  
WLAN-22-16  
93Q-26-17  
Q101-22-17  
KXXR-22-18(Hot)  
WPST-23-18  
WAPE-23-18  
WXLK-28-22  
KZZU-28-23

WKSI-27-23  
KFFM-34-25  
WAZY-29-25  
B94-26  
WKFR-37-26  
WWFX-35-27  
WJMX-34-28  
WRVQ-31-28  
KDWB-D-30  
WYAV-D-34  
Q105





# "DIZZ KNEE LAND"

**A song that received Top 5 phones at New Rock and AOR is NOW  
New, Active and Reacting at CHR.  
It's Selling. Charted on Billboard Heatseekers.**

**NEW: WABB 195 KF95 KZMG WQGN WTCF WJMX WFHT KWTX**

**ACTION: KEGL-25-14 99X-22-19 KWOD-12-10 KOY-19-18  
KKYK-18-14 KTUX-D-35 KNIN-D-31 WPST-D-29 WENZ-35 WYYS-40  
WRQK-28 WAAL WLAN WQUT WOKI WRVQ KKHT KZRK KZZU  
WZYQ WOMP WHTO KISR KSMB KCHX KNOE 99.9KHI**

**Top 10 New Rock and a Top 25 AOR Track.**



## **A REACTION RECORD -- ADD IT!**

Management: Hit & Run America • Wally Versen/Paddy Spinks



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